#### 2016年第3四半期(7月~9月)決算短信

会 社 名 バンク・オブ・アメリカ・コーポレーション

(Bank of America Corporation)

株式銘柄コード (8648)

本店所在地 100 North Tryon Street, Charlotte, NC 28255 U.S.A.

所 属 部 東証市場第一部

決 算 期 本決算:年1回(12月) 中間決算:四半期ごと

問 合 せ 先 東京都港区元赤坂一丁目2番7号 赤坂 K タワー

アンダーソン・毛利・友常法律事務所 電話 03(6888)1000

1. 本国における決算発表日 2016年10月17日(月曜日)

#### 2. 業 績

|               | 第3四半期(7月~9月までの3ヵ月間) |             |     |  |  |
|---------------|---------------------|-------------|-----|--|--|
|               | 当年度(2016年)          | 前年度(2015年)  | 増減率 |  |  |
| 正味利息収入        | 百万『ル                | 百万ェル        | %   |  |  |
| 上珠利总权人        | 10,201              | 9,900       | 3.0 |  |  |
| 利息外収入         | 1 1, 4 3 4          | 11,092      | 3.1 |  |  |
| 純利益           | 4,955               | 4,619       | 7.3 |  |  |
| 1株当り純利益       | 0.43 F <sub>1</sub> | 0.40°,      | 7.5 |  |  |
| 1 7本   9 和中小金 | (希薄化後) 0.41         | (希薄化後) 0.38 | 7.9 |  |  |

|               | 今期累計額(1月~9月の9ヵ月間)   |             |      |  |  |
|---------------|---------------------|-------------|------|--|--|
|               | 当期                  | 増減率         |      |  |  |
| 正味利息収入        | 百万ェル                | 百万ェル        | %    |  |  |
| 正殊利芯収八        | 30,804              | 29,272      | 5.2  |  |  |
| 利息外収入         | 32,907              | 3 4, 1 1 1  | △3.5 |  |  |
| 純利益           | 13,210              | 12,552      | 5.2  |  |  |
| 1 株当り純利益      | 1.15 <sup>κ</sup> , | 1.09 °,     | 5.5  |  |  |
| 1 1本 当 り 型で1金 | (希薄化後) 1.10         | (希薄化後) 1.03 | 6.8  |  |  |

- (注) 1. 本情報は、速報値であり、本発表時に入手可能な会社情報に基づき作成されている。
  - 2. 過年度の数値の一部は、当期の表示に一致させるために組替えられている。

|           | 配当金の推移         |                | 備考 |
|-----------|----------------|----------------|----|
|           | 当年度(2016年)(ドル) | 前年度(2015年)(ドル) |    |
| 第 1 四 半 期 | 0.05           | 0.05           |    |
| 第 2 四 半 期 | 0.05           | 0.05           |    |
| 第 3 四 半 期 | 0.075          | 0.05           |    |
| 第 4 四 半 期 |                | 0.05           |    |
| 合 計       |                | 0.20           |    |

(注) 1. 原則として各四半期に宣言された配当金である。

#### 3. 概況、特記事項・その他

当社の 2016 年度第3 四半期の当期純利益は、50 億ドル(1 株当たり 0.41 ドル)でした。また、収益は 3 %増加して 216 億ドル、利息外費用は 3 %減少して 135 億ドルでした。

当社の 2016 年度第 3 四半期の収益(支払利息控除後)は前年同期の 210 億ドルから 3 %増加して 216 億ドルでした。純受取利息は前年同期の 99 億ドルから 3 %増加して 102 億ドル(GAAP ベース)でした。利息外収益は前年同期の 111 億ドルから 3 %増加して 114 億ドルでした。貸倒引当金繰入額は前年同期の 8 億600 万ドルに対し、8 億5,000 万ドルでした。純貸倒償却額は前年同期の 9 億3,200 万ドルから 8 億8,800 万ドルに減少しました。利息外費用は前年同期と比較して 4 億5,800 万ドル(3%)減少し、135 億ドルでした。税引前利益は前年同期と比較して 17%増加し、73 億ドルでした。当期純利益は前年同期の 46 億ドルに対し、7%増加して 50 億ドル、1株当たり利益は前年同期の 0.38 ドルに対し、8%増加して 0.41 ドルでした。貸出金残高は前年同期と比較して 230 億ドル(3%)増加し、9,050 億ドルでした。預金残高は前年同期と比較して 710 億ドル(6%)増加し、1兆2,300 億ドルでした。

平均資産利益率は 0.90%、平均普通株主持分利益率は 7.3%、平均有形普通株主持分利益率は 10.3% でした。1株当たり純資産は前年同期と比較して 8%増加し、24.19ドルで、1株当たり有形純資産は前年同期と比較して 11%増加し、17.14ドルでした。当社の普通株式の買戻しは 14億ドル、普通株式配当は 8億ドルでした。

ブライアン・モイニハン最高経営者責任者は、「当四半期は責任ある成長という当社の戦略を忠実に実行し、お客様との関係の質を重視することで好決算を達成しました。収益を伸ばす一方で、費用を削減し、リスク管理を継続した結果、税引前利益は 17%増加しました。業界有数のデジタル・バンキング機能をはじめとするイノベーションへの投資を通じ、当社はお客様へのサービス提供のあり方を変革し続けています。当社の全事業に広がるこのイノベーションはお客様と株主の皆様の利益につながっています。」とコメントしています。

ポール・ドノフリオ最高財務責任者は、「貸借対照表の最適化と強化の取り組みを継続するなか、顧客の活発な取引に厳しいコスト管理が相まって、営業レバレッジはプラスとなりました。資本と流動性は過去最高水準に迫り、また、引受基準も堅固なことから、当社はその歴史においておそらく今までないほどの強さと安全性を備え、かつ、お客様にサービスをお届けする体制が整っています。当社は株主の皆様のための長期価値の達成に引き続き注力しています。当四半期は1株当たり有形純資産を前年同期と比較して11%伸ばし、22億ドル近い資本を普通株主に還元しました。」とコメントしています。

(上記は現地 2016 年 10 月 17 日発表のニュースリリースの抜粋箇所の抄訳です。原文と抄訳の間に齟齬がある場合には、原文の内容が優先します。全文(原文)は、以下のとおりです。)

# Bank of America Reports Q3-16 Net Income of \$5.0 Billion, EPS of \$0.41 Revenue Increased 3% to \$21.6 billion; Noninterest Expense Declined 3% to \$13.5 billion

#### Financial Highlights<sup>1</sup> **Business Segment Highlights**<sup>1</sup> · Loans up \$16.1 billion; deposits up \$60.4 **Consumer Banking** Revenue, net of interest expense, increased 3% to \$21.6 billion from \$21.0 billion Brokerage assets up 18% - Net interest income (NII) increased 3% to Mobile banking active users up 16% to \$10.2 billion from \$9.9 billion (GAAP basis)(A) 21.3 million - Noninterest income increased 3% to \$11.4 Total credit/debit card spending up 5%<sup>2</sup> billion from \$11.1 billion **Global Wealth and Investment** Total client balances of nearly \$2.5 Management trillion Provision for credit losses of \$850 million, Loans up \$9.2 billion; deposits up \$6.8 compared to \$806 million; net charge-offs declined to \$888 million from \$932 million Pretax margin improved to 25% · Long-term AUM flows of \$10.2 billion Noninterest expense declined 3%, or \$458 million, to \$13.5 billion **Global Banking** · Loans up \$20.5 billion; deposits up \$3.4 billion • Pretax earnings up 17% to \$7.3 billion · Total Corporate Investment Banking fees up 13% to \$1.5 billion Net income increased 7% to \$5.0 billion and EPS · Participated in all of the top 10 debt increased 8% to \$0.41, compared to \$4.6 billion underwriting deals(B and \$0.38, respectively **Global Markets** Sales and trading revenue up 14% Fixed income up 32%

#### **Key Performance Metrics**

billion

trillion

• Return on average assets 0.90%; return on average common equity 7.3%; return on average tangible common equity 10.3%

Loan balances up \$23 billion, or 3%, to \$905

Deposit balances up \$71 billion, or 6%, to \$1.23

- Book value per share increased 8% to \$24.19; tangible book value per share (D) increased 11% to \$17.14
- Repurchased \$1.4 billion in common stock and paid \$0.8 billion in common stock dividends

### **CEO Commentary**

- Equities down 17%

revenue up 18%<sup>(C)</sup>

Fixed income up 39%<sup>(C)</sup>

- Equities down 17%<sup>(C)</sup>

· Excluding net DVA, sales and trading

"We delivered strong results this quarter by staying true to our strategy of responsible growth and focusing on the quality of the relationships with our customers and clients. We grew revenue, reduced expenses and continued to manage risk, resulting in a 17 percent increase in pretax earnings. Our investments in innovation, including industry-leading digital banking capabilities, continue to transform how we serve our customers. This innovation across our businesses is benefiting customers and shareholders."

Brian Moynihan, Chief Executive Officer

| Balance Sheet Highlights (\$ in billions, at end of period) | September 30, 2016 | June 30, 2016 | September 30, 2015 |
|---|--------------------|---------------|--------------------|
| Total assets  | \$2,195.3          | \$2,187.0     | \$2,153.0          |
| Total loans and leases                                      | 905.0              | 903.2         | 882.1              |
| Total deposits  | 1,232.9            | 1,216.1       | 1,162.0            |
| Global Liquidity Sources <sup>(E)</sup>                     | 522.0              | 515.0         | 499.0              |
| Common equity tier 1 (CET1) ratio (transition)              | 11.0%              | 10.6%         | 11.6%              |
| CET1 ratio (fully phased-in) <sup>(F)</sup>                 | 10.9%              | 10.5%         | 11.0%              |

Effective July 1, 2016, Bank of America changed its accounting method for the amortization of premiums and accretion of discounts related to certain debt securities carried at fair value and held-to-maturity under FASB Accounting Standards Codification (ASC) 310-20, Nonrefundable fees and other costs (formerly known as SFAS 91), from the prepayment method (also referred to as the retrospective method) to the contractual method. All periods presented have been updated to reflect this change in accounting method.

Financial Highlights and Business Segment Highlights compare to the year-ago quarter unless noted. Loan and deposit balances are shown on an end-of-period basis.

Combined consumer credit/debit spending, including GWIM, excludes the impact of portfolio divestitures. Including divestitures, combined spending was up 2%

### **CFO Commentary**

"Strong client activity and good expense discipline combined to drive positive operating leverage as we continue to optimize and strengthen our balance sheet. With near-record levels of capital and liquidity, as well as robust underwriting standards, Bank of America is stronger, safer and better prepared to deliver for customers and clients than probably at any time in our history. We remain focused on delivering long-term value to shareholders. This quarter, we increased tangible book value per share by 11% while returning nearly \$2.2 billion in capital to common shareholders."

- Paul M. Donofrio, Chief Financial Officer

| Consumer Banking  |   |           |               |           |
|---|---|-----------|---------------|-----------|
|   |   | Thre      | ee months end | led       |
| Financial Results <sup>1</sup>  | (\$ in millions)                                      | 9/30/2016 | 6/30/2016     | 9/30/2015 |
| Net income up 3% to \$1.8 billion as higher NII and lower expenses offset lower fee-based income, producing positive operating leverage  Output  Description:  100/ 10 63 6 | Net interest income (FTE)                             | \$5,290   | \$5,207       | \$5,093   |
|   | Noninterest income                                    | 2,678     | 2,588         | 2,888     |
|   | Total revenue (FTE) <sup>2</sup>                      | 7,968     | 7,795         | 7,981     |
| <ul> <li>Pretax, pre-provision net revenue up 10% to \$3.6 billion<sup>(H)</sup></li> </ul>   | Provision for credit losses                           | 698       | 726           | 523       |
|   | Noninterest expense                                   | 4,371     | 4,414         | 4,711     |
| <ul> <li>Revenue was relatively flat at \$8.0 billion</li> <li>NII increased \$197 million, driven primarily by</li> </ul>  | Net income  | \$1,813   | \$1,677       | \$1,757   |
| strong deposit growth   | Comparisons are to the year-ago quarter unless noted. |           |               |           |
| <ul> <li>Noninterest income decreased \$210 million, due<br/>primarily to the absence of one-time gains on<br/>divestitures recognized in the year-ago quarter</li> </ul>   | s on  |           |               |           |

|   |  | Thr       | ee months en | ded        |
|---|--|-----------|--------------|------------|
| Business Highlights <sup>1,2</sup>  | (\$ in billions)                       | 9/30/2016 | 6/30/2016    | 09/30/2015 |
| No. 1 retail deposit market share <sup>3</sup>  | Average deposits                       | \$605.7   | \$596.5      | \$556.0    |
| ·   | Average loans and leases               | 248.7     | 242.9        | 233.1      |
| Total client balances up 11% to a record \$1.0 trillion     Average denosit balances grow \$40.7 billion or 0%. | Brokerage assets (EOP)                 | 138.0     | 131.7        | 117.2      |
| <ul> <li>Average deposit balances grew \$49.7 billion, or 9%;</li> </ul>  | Total mortgage production <sup>4</sup> | \$20.4    | \$20.6       | \$16.0     |

average loan balances grew \$15.6 billion, or 7%
Client brokerage assets grew \$20.8 billion, or 18%, to \$138.0 billion, driven by underlying client flows and strong market performance

 Provision for credit losses increased \$175 million, with reserve releases of \$12 million, compared to

 Noninterest expense down \$340 million, driven by improved operating efficiencies and lower fraud costs, partially offset by higher FDIC expense

\$186 million

- Total mortgage production<sup>4</sup> grew \$3.6 billion, or 21%, to \$20.4 billion
- More than 1.3 million U.S. consumer credit cards issued
- 4,629 financial centers, including 25 new openings during the past 12 months
- 21.3 million mobile banking active users, up 16%
- Digital sales represented 18% of total sales
   25% of digital sales through mobile devices

|   | (\$ in billions)                       | 9/30/2016        | 6/30/2016 | 09/30/2015 |
|---|--|------------------|-----------|------------|
|   | Average deposits                       | \$605.7          | \$596.5   | \$556.0    |
|   | Average loans and leases               | 248.7            | 242.9     | 233.1      |
| ; | Brokerage assets (EOP)                 | 138.0            | 131.7     | 117.2      |
|   | Total mortgage production <sup>4</sup> | \$20.4           | \$20.6    | \$16.9     |
|   | Mobile banking active users (MM)       | 21.3             | 20.2      | 18.4       |
|   | Number of financial centers            | 4,629            | 4,681     | 4,741      |
|   | Efficiency ratio (FTE)                 | 55%              | 57%       | 59%        |
| , | Return on average allocated capital    | 21               | 20        | 21         |
|   | <b>Total U.S. Consumer Credit C</b>    | ard <sup>2</sup> |           |            |
|   | New card accounts (MM)                 | 1.32             | 1.31      | 1.26       |
|   | Risk-adjusted margin                   | 9.11%            | 8.79%     | 9.51%      |
|   | 1 =                                    |                  |           |            |

- <sup>1</sup> Comparisons are to the year-ago quarter unless noted.
- <sup>2</sup> The U.S. consumer card portfolio includes Consumer Banking and GWIM.
- <sup>3</sup> Source: Preliminary estimate based on June 2016 FDIC deposit data, adjusted to remove commercial balances.
- <sup>4</sup> Total mortgage production includes first mortgage and home equity originations in Consumer Banking and GWIM. Amounts represent the unpaid principal balance of loans and in the case of home equity, the principal amount of the total line of credit.

| Global Wealth and Investment Management   |                                  |           |               |           |  |
|---|----------------------------------|-----------|---------------|-----------|--|
|   |                                  | Thr       | ee months end | led       |  |
| Financial Results <sup>1</sup>  | (\$ in millions)                 | 9/30/2016 | 6/30/2016     | 9/30/2015 |  |
| Net income up 10% to \$697 million as lower   | Net interest income (FTE)        | \$1,394   | \$1,403       | \$1,360   |  |
| expenses more than offset lower revenue to create   | Noninterest income               | 2,985     | 3,022         | 3,093     |  |
| positive operating leverage   | Total revenue (FTE) <sup>2</sup> | 4,379     | 4,425         | 4,453     |  |
| 6 4 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1   | Provision for credit losses      | 7         | 14            | (2)       |  |
| <ul> <li>Revenue down \$74 million to \$4.4 billion</li> <li>NII up \$34 million, reflecting higher loan and</li> </ul> | Noninterest expense              | 3,257     | 3,288         | 3,470     |  |
| - Mil up \$34 million, reflecting higher loan and denosit halances  | Net income                       | \$697     | \$703         | \$632     |  |

<sup>&</sup>lt;sup>1</sup> Comparisons are to the year-ago quarter unless noted.

<sup>&</sup>lt;sup>2</sup> Revenue, net of interest expense.

| • | Noninterest expense down \$213 million, or 6%, due     |
|---|--|
|   | to the expiration of fully amortized advisor retention |
|   | awards and lower operating and support costs,          |
|   | partially offset by higher FDIC expense                |

- Noninterest income down \$108 million, driven by

lower transactional revenue

|  |                                     | Inr       | ee montns end | iea       |
|--|-------------------------------------|-----------|---------------|-----------|
| Business Highlights <sup>1</sup>                                       | (\$ in billions)                    | 9/30/2016 | 6/30/2016     | 9/30/2015 |
|  | Average deposits                    | \$253.8   | \$254.8       | \$244.0   |
| Average deposit balances grew \$9.8 billion, or 4%                     | Average loans and leases            | 143.2     | 141.2         | 134.3     |
| <ul> <li>Average loans and leases grew \$8.9 billion, or 7%</li> </ul> | Total client balances               | 2,490.2   | 2,419.5       | 2,397.7   |
| Average loans and leases grew \$6.9 billion, or 7%                     | Long-term AUM flows                 | \$10.2    | \$10.1        | \$4.4     |
| • Total client balances increased \$92.6 billion, or 4%, to            | Pretax margin                       | 25%       | 25%           | 22%       |
| nearly \$2.5 trillion, driven by higher market valuations              | Efficiency ratio (FTE)              | 74        | 74            | 78        |
| and positive long-term assets under management (AUM) flows             | Return on average allocated capital | 21        | 22            | 21        |

- Long-term AUM flows of \$10.2 billion in Q3-16
- Pretax margin increased to 25% from 22%
- Number of wealth advisors increased 2% to 18,248<sup>2</sup>

 $<sup>^{\</sup>rm 2}$  Includes financial advisors in Consumer Banking of 2,179 and 2,050 in Q3-16 and Q3-15.

<sup>-</sup> Excluding the impact of the transfer of BofA Global Comparisons are to the year-ago quarter unless noted.

Capital Management's AUM in Q2-16, client balances grew 7% from Q3-15

| Global Balikilig   |                                    |           |               |           |
|--|------------------------------------|-----------|---------------|-----------|
|  |                                    | Thr       | ee months end | ded       |
| Financial Results <sup>1</sup>                                   | (\$ in millions)                   | 9/30/2016 | 6/30/2016     | 9/30/2015 |
| Net income increased \$275 million to \$1.6 billion,             | Net interest income (FTE)          | \$2,470   | \$2,424       | \$2,315   |
| reflecting solid revenue growth and continued expense discipline | Noninterest income <sup>2</sup>    | 2,278     | 2,270         | 2,021     |
|  | Total revenue (FTE) <sup>2,3</sup> | 4,748     | 4,694         | 4,336     |
| Revenue increased 10% to \$4.7 billion                           | Provision for credit losses        | 118       | 199           | 181       |
| NII was higher, primarily due to increased loan and              | Noninterest expense                | 2,151     | 2,126         | 2,161     |
| leasing related balances   | Net income                         | \$1.553   | \$1.496       | \$1,278   |

- <sup>1</sup> Comparisons are to the year-ago quarter unless noted.
- <sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.
- <sup>3</sup> Revenue, net of interest expense.

| • | Revenue | increased | 10% | to | \$4.7 | billion |
|---|---------|-----------|-----|----|-------|---------|
|   |         |           |     |    |       |         |

**Global Banking** 

- NII was higher, primarily due leasing-related balances

- Noninterest income increased 13%, due to the impact from loans and related loan hedging activities in the fair value option portfolio, higher investment banking fees and higher treasuryrelated revenues

- Provision for credit losses decreased \$63 million to \$118 million
- Noninterest expense decreased modestly, as lower operating and support costs were partially offset by higher revenue-related incentive compensation and FDIC expense

|   |   |           | ee mondis en | ueu       |
|---|---|-----------|--------------|-----------|
| Business Highlights <sup>1,2</sup>  | (\$ in billions)                                  | 9/30/2016 | 6/30/2016    | 9/30/2015 |
| <ul> <li>Average loans and leases grew \$25.7 billion, or 8%</li> </ul>                               | Average deposits                                  | \$306.2   | \$298.8      | \$296.3   |
|   | Average loans and leases                          | 334.4     | 334.4        | 308.7     |
| <ul> <li>Average deposit balances grew \$9.9 billion, or 3%</li> </ul>                                | Total Corp. IB fees (excl. self-led) <sup>2</sup> | 1.5       | 1.4          | 1.3       |
| • Total Corporation Investment Banking fees of \$1.5  | Global Banking IB fees <sup>2</sup>               | 0.8       | 0.8          | 0.8       |
| billion (excluding self-led deals) increased 13%, driven by higher debt and equity issuance activity, | Business Lending revenue                          | 2.3       | 2.2          | 2.1       |
| partly offset by lower advisory fees  | Global Transaction Services revenue               | \$1.6     | \$1.6        | \$1.6     |
| <ul> <li>Best third quarter since Merrill Lynch merger</li> </ul>                                     | Efficiency ratio (FTE)                            | 45%       | 45%          | 50%       |
| <ul> <li>Ranked No. 3 globally in net investment banking<br/>fees<sup>(B)</sup></li> </ul>            | Return on average allocated capital               | 17        | 16           | 14        |

- <sup>1</sup> Comparisons are to the year-ago quarter unless noted.
- <sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.

Three months ended

 Ranked among top 3 globally by volumes in high-yield corporate debt, leveraged loans, asset-backed securities, investment grade

- Strong leadership position across broad range of

products

- Return on average allocated capital increased to 17%
- Efficiency ratio improved to 45% from 50%

corporate debt, syndicated loans and debt capital markets(B)

than offset by lower operating and support costs

| Glodal Markets   |   |           |               |           |
|--|---|-----------|---------------|-----------|
|  |   | Thre      | ee months end | led       |
| Financial Results <sup>1</sup>                                       | (\$ in millions)  | 9/30/2016 | 6/30/2016     | 9/30/2015 |
| • Net income increased 34% to \$1.1 billion from \$800               | Net interest income (FTE)                                   | \$1,119   | \$1,088       | \$1,094   |
| million, driven by strong FICC sales and trading                     | Noninterest income <sup>2</sup>                             | 3,240     | 3,220         | 2,656     |
| revenues and continued expense management                            | Total revenue (FTE) <sup>2,3</sup>                          | 4,359     | 4,308         | 3,750     |
| • Revenue up \$609 million to \$4.4 billion; excluding net           | illion to \$4.4 billion; excluding net Net DVA <sup>4</sup> |           | (164)         | 12        |
| DVA <sup>4</sup> , revenue increased \$748 million to \$4.5 billion, | Total revenue   |           |               |           |
| driven by higher sales and trading results and higher                | (excl. net DVA) (FTE) <sup>2,3,4</sup>                      | 4,486     | 4,472         | 3,738     |
| capital markets investment banking fees                              | Provision for credit losses                                 | 19        | (5)           | 42        |
| Noninterest expense declined \$39 million, or 1%, as                 | Noninterest expense   | 2,658     | 2,581         | 2,697     |
| increases in revenue-related incentives were more                    | Net income  | \$1,074   | \$1,113       | \$800     |
|  | 1   |           |               | Į.        |

Comparisons are to the year-ago quarter unless noted.

Three months ended

<sup>3</sup> Revenue, net of interest expense.

| Business Highlights <sup>1,2</sup>  | (\$ in billions)  | 9/30/2016 | 6/30/2016 | 9/30/2015 |
|---|---|-----------|-----------|-----------|
| <ul> <li>Sales and trading revenue up \$442 million, or 14%, to<br/>\$3.6 billion</li> </ul>                    | Average trading-related assets                                  | \$415.4   | \$411.3   | \$431.2   |
| \$3.0 UIIIIUI   | Average loans and leases  | 69.0      | 69.6      | 66.3      |
| • Excluding net DVA, sales and trading revenue up 18%   |   |           | 3.5       | 3.2       |
| to \$3.7 billion, the highest third quarter in five years (C) – FICC increased 39%, due to stronger performance | Sales and trading revenue (excl. net DVA) <sup>(C)</sup>        | 3.7       | 3.7       | 3.1       |
| globally across credit products, led by mortgages,  | cross credit products, led by mortgages, Global Markets IB fees |           | 0.6       | 0.5       |
| and continued strength in rates products and client financing <sup>(C)</sup>                                    | Efficiency ratio (FTE)  | 61%       | 60%       | 72%       |
| - Equities down 17%, due to lower levels of client - activity in each and derivatives, reflecting lower.        | Return on average allocated capital                             | 12        | 12        | 9         |

<sup>1</sup> Comparisons are to the year-ago quarter unless noted.

market volatility<sup>(C)</sup>

activity in cash and derivatives, reflecting lower

<sup>&</sup>lt;sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.

<sup>&</sup>lt;sup>4</sup> Revenue, excluding net DVA, is a non-GAAP financial measure. See endnote C for more information.

<sup>&</sup>lt;sup>2</sup> Global Banking and Global Markets share in certain deal economics from investment banking and loan origination activities.

Return on average allocated capital increased to 12%

# **All Other**

Financial Results<sup>1</sup>

| • | Net loss of \$182 million, compared to net income of |
|---|--|
|   | \$152 million. Results for Q3-16 include a charge of |
|   | approximately \$350 million for revaluing the        |
|   | company's U.K. deferred tax assets following         |
|   | enactment of the previously announced reduction of   |
|   | the U.K. corporate income tax rate                   |
|   |  |

- Revenue declined \$290 million, driven by lower gains on sales of debt securities and lower net interest income, partially offset by higher valuations of mortgage servicing rights
- Provision for credit losses decreased \$54 million to \$8 million, driven by lower loan balances from continued run-off of non-core mortgages
- Noninterest expense increased \$144 million, driven by litigation expense

|                                  | Three months ended |           |           |  |  |  |  |  |  |  |  |
|----------------------------------|--------------------|-----------|-----------|--|--|--|--|--|--|--|--|
| (\$ in millions)                 | 9/30/2016          | 6/30/2016 | 9/30/2015 |  |  |  |  |  |  |  |  |
| Net interest income (FTE)        | \$156              | \$219     | \$265     |  |  |  |  |  |  |  |  |
| Noninterest income               | 253                | 68        | 434       |  |  |  |  |  |  |  |  |
| Total revenue (FTE) <sup>2</sup> | 409                | 287       | 699       |  |  |  |  |  |  |  |  |
| Provision for credit losses      | 8                  | 42        | 62        |  |  |  |  |  |  |  |  |
| Noninterest expense              | 1,044              | 1,084     | 900       |  |  |  |  |  |  |  |  |
| Net income (loss)                | \$(182)            | \$(206)   | \$152     |  |  |  |  |  |  |  |  |

<sup>&</sup>lt;sup>1</sup> Comparisons are to the year-ago quarter unless noted. <sup>2</sup> Revenue, net of interest expense.

Note: All Other consists of ALM activities, equity investments, the international consumer card business, non-core mortgage loans and servicing activities, liquidating businesses, residual expense allocations and other. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, the impact of certain allocation methodologies and accounting hedge ineffectiveness. The results of certain ALM activities are allocated to our business segments. Faulty investments include our merchant activities are allocated to our business segments. Equity investments include our merchant services joint venture as well as Global Principal Investments, which is comprised of a portfolio of equity, real estate and other alternative investments.

# Credit Quality

Highlights<sup>1</sup>

| • | Overall credit quality remained strong. Compared to |
|---|---|
|   | Q2-16, both the consumer and commercial portfolios  |
|   | improved  |

- Total net charge-offs declined to \$888 million from \$985 million in Q2-16 and \$932 million in Q3-15
  - The decline from the prior quarter and year-ago quarter was driven by lower charge-offs in the Consumer Real Estate and Credit Card portfolios
  - Energy-related net charge-offs declined \$34 million from the prior quarter and increased \$33 million from the year-ago quarter to \$45 million
- The net charge-off ratio decreased to 0.40% from 0.44% in Q2-16 and 0.43% in Q3-15
- The provision for credit losses decreased \$126
  million from the prior quarter to \$850 million, driven
  by improved asset quality in both the Commercial and
  Consumer portfolios. Compared to the year-ago
  quarter, the provision for credit losses increased \$44
  million due to lower reserve releases
- Net reserve release was \$38 million, compared to \$9 million in the prior quarter and \$126 million in Q3-15, as reserve releases in consumer were mostly offset by increased commercial reserves
- Reservable criticized commercial exposures were \$16.9 billion in Q3-16, compared to \$18.1 billion in Q2-16 and \$13.0 billion in Q3-15. The decline from Q2-16 was due to improvements across several industries. The year-over-year change was due to increases in the energy sector

|  | Thre      | ee months end | led       |
|--|-----------|---------------|-----------|
| (\$ in millions)   | 9/30/2016 | 6/30/2016     | 9/30/2015 |
| Provision for credit losses  | \$850     | \$976         | \$806     |
| Net charge-offs  | 888       | 985           | 932       |
| Net charge-off ratio <sup>2</sup>  | 0.40%     | 0.44%         | 0.43%     |
| At period-end  |           |               |           |
| Nonperforming loans, leases and foreclosed properties                    | \$8,737   | \$8,799       | \$10,336  |
| Nonperforming loans, leases and foreclosed properties ratio <sup>3</sup> | 0.97%     | 0.98%         | 1.18%     |
| Allowance for loan and lease losses                                      | \$11,692  | \$11,837      | \$12,657  |
| Allowance for loan and lease losses ratio <sup>4</sup>                   | 1.30%     | 1.32%         | 1.45%     |

<sup>&</sup>lt;sup>1</sup> Comparisons are to the year-ago quarter unless noted.

Note: Ratios do not include loans accounted for under the fair value option.

Net charge-off ratio is calculated as annualized net charge-offs divided by average outstanding loans and leases during the period.

<sup>&</sup>lt;sup>3</sup> Nonperforming loans, leases and foreclosed properties ratio is calculated as nonperforming loans, leases and foreclosed properties divided by outstanding loans, leases and foreclosed properties at the end of the period.

<sup>&</sup>lt;sup>4</sup> Allowance for loan and lease losses ratio is calculated as allowance for loan and lease losses divided by loans and leases outstanding at the end of the period.

| Balance Sheet, Liquidity and Capital Highlights (\$ in billions un | nless noted) |                  |           |
|--|--------------|------------------|-----------|
| Balance Sheet (end of period)                                      | Th           | ree months ended |           |
|  | 9/30/2016    | 6/30/2016        | 9/30/2015 |
| Total assets   | \$2,195.3    | \$2,187.0        | \$2,153.0 |
| Total loans and leases   | 905.0        | 903.2            | 882.1     |
| Total deposits   | 1,232.9      | 1,216.1          | 1,162.0   |
| Funding and Liquidity  |              |                  |           |
| Long-term debt   | \$225.1      | \$229.6          | \$237.3   |
| Global Liquidity Sources <sup>(E)</sup>                            | 522          | 515              | 499       |
| Time-to-required funding (months) <sup>(E)</sup>                   | 38           | 35               | 42        |
| Equity   |              |                  |           |
| Common shareholders' equity  | \$244.9      | \$242.2          | \$233.6   |
| Common equity ratio  | 11.2%        | 11.1%            | 10.8%     |
| Tangible common shareholders' equity <sup>1</sup>                  | \$173.5      | \$170.7          | \$161.6   |
| Tangible common equity ratio <sup>1</sup>                          | 8.2%         | 8.1%             | 7.8%      |
| Per Share Data   |              |                  |           |
| Common shares outstanding (in billions)                            | 10.12        | 10.22            | 10.43     |
| Book value per common share  | \$24.19      | \$23.71          | \$22.40   |
| Tangible book value per common share <sup>(D)</sup>                | 17.14        | 16.71            | 15.50     |
| Regulatory Capital   |              |                  |           |
| Basel 3 Transition (as reported) <sup>2,3</sup>                    |              |                  |           |
| Common equity tier 1 (CET1) capital                                | \$169.9      | \$166.2          | \$161.6   |
| Risk-weighted assets   | 1,546        | 1,562            | 1,392     |
| CET1 ratio   | 11.0%        | 10.6%            | 11.6%     |
| Basel 3 Fully Phased-in <sup>2,4</sup>                             |              |                  |           |
| CET1 capital   | \$165.9      | \$161.8          | \$153.1   |
| Standardized approach  |              |                  |           |
| Risk-weighted assets   | \$1,409      | \$1,414          | \$1,415   |
| CET1 ratio   | 11.8%        | 11.4%            | 10.8%     |
| Advanced approaches <sup>5</sup>                                   |              |                  |           |
| Risk-weighted assets   | \$1,522      | \$1,542          | \$1,398   |
| CET1 ratio   | 10.9%        | 10.5%            | 11.0%     |
| Supplementary leverage <sup>(G)</sup>                              |              |                  |           |

Notes

Bank SLR

Bank holding company supplementary leverage ratio (SLR)

7.1%

7.5

6.4%

7.0

6.9%

7.4

<sup>&</sup>lt;sup>1</sup> Represents a non-GAAP financial measure. For reconciliation, see pages 17-18 of this press release.

<sup>&</sup>lt;sup>2</sup> Regulatory capital ratios are preliminary. Under the applicable bank regulatory rules, the Corporation is not required to and, accordingly, will not restate previously-filed capital ratios in connection with the change in accounting method related to certain debt securities. The cumulative impact of this change would have resulted in an insignificant proforma change of the Corporation's capital ratios. Common equity tier 1 (CET1) capital, risk-weighted assets (RWA) and CET1 ratio as shown on a fully phased-in basis are non-GAAP financial measures. For a reconciliation of CET1 to fully phased-in, see page 13 of this press release.

<sup>&</sup>lt;sup>3</sup> Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy.

<sup>&</sup>lt;sup>4</sup> As previously disclosed, with the approval to exit parallel run, U.S. banking regulators requested modifications to certain internal analytical models including the wholesale (e.g., commercial) credit models, which increased our risk-weighted assets beginning in the fourth quarter of 2015.

<sup>&</sup>lt;sup>5</sup> Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, BAC did not have regulatory approval for the IMM model.

#### **Endnotes**

- The Corporation also measures net interest income on an FTE basis, which is a non-GAAP financial measure. FTE basis is a performance measure used in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. Net interest income on an FTE basis was \$10.4 billion and \$10.1 billion for the three months ended September 30, 2016 and 2015. For reconciliation to GAAP financial measures, refer to pages 17-18 of this press release.
- B Rankings per Dealogic as of October 3, 2016 for the quarter ended September 30, 2016.
- C Global Markets revenue, excluding net Debit Valuation Adjustments (DVA), and sales and trading revenue, excluding net DVA, are non-GAAP financial measures. Net DVA gains (losses) were \$(127) million, \$(164) million and \$12 million for the three months ended September 30, 2016, June 30, 2016 and September 30, 2015, respectively. FICC net DVA gains (losses) were \$(121) million and \$18 million for the three months ended September 30, 2016 and 2015. Equities net DVA gains (losses) were \$(6) million and \$(6) million for the three months ended September 30, 2016 and 2015.
- D Return on average tangible common shareholders' equity and tangible book value per share of common stock are non-GAAP financial measures. For more information, refer to pages 17-18 of this press release.
- Global Liquidity Sources (GLS) include cash and high-quality, liquid, unencumbered securities, limited to U.S. government securities, U.S. agency MBS, and a select group of non-U.S. government and supranational securities, and are readily available to meet funding requirements as they arise. It does not include Federal Reserve Discount Window or Federal Home Loan Bank borrowing capacity. Transfers of liquidity among legal entities may be subject to certain regulatory and other restrictions. Prior to the third quarter of 2016, GLS were referred to as "Global Excess Liquidity Sources. Time to required funding (TTF) is a debt coverage measure and is expressed as the number of months unsecured holding company obligations of Bank of America Corporation can be met using only the Global Liquidity Sources held at the BAC parent company and NB Holdings without the BAC parent company issuing debt or sourcing additional liquidity. We define unsecured contractual obligations for purposes of this metric as maturities of senior or subordinated debt issued or guaranteed by Bank of America Corporation. Prior to the third quarter of 2016, the TTF metric incorporated only the GLS of the BAC parent company. Effective September 30, 2016, the TTF metric was expanded to include the GLS of NB Holdings, following changes in the Corporation's liquidity management practices, initiated in connection with the Corporation's resolution planning activities, that include maintaining at NB Holdings GLS previously held at the BAC parent company. For the period shown in 2015, we have included in the amount of unsecured contractual obligations the liability, including estimated costs, for the previously announced BNY Mellon private-label securitization settlement. In Q1-16, settlement payment was made for \$8.5B.
- Fully phased-in estimates are non-GAAP financial measures. For reconciliation to GAAP financial measures, refer to page 13 of this press release. Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy. As previously disclosed, with the approval to exit parallel run, U.S. banking regulators requested modifications to certain internal analytical models including the wholesale (e.g., commercial) credit models, which increased our risk-weighted assets beginning in the fourth quarter of 2015. Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, BAC did not have regulatory approval for the IMM model.
- G The numerator of the SLR is quarter-end Basel 3 Tier 1 capital calculated on a fully phased-in basis. The denominator is total leverage exposure based on the daily average of the sum of on-balance sheet exposures less permitted Tier 1 deductions, as well as the simple average of certain off-balance sheet exposures, as of the end of each month in a quarter. Off-balance sheet exposures primarily include undrawn lending commitments, letters of credit, potential future derivative exposures and repo-style transactions.
- H Pretax, pre-provision net revenue (PPNR) is a non-GAAP financial measure. PPNR is total revenue, net of interest expense (on an FTE basis), less noninterest expense. Consumer Banking total revenue, net of interest expense (on an FTE basis) was \$8.0 billion for both the three months ended September 30, 2016 and 2015. Noninterest expense was \$4.4 billion and \$4.7 billion for the three months ended September 30, 2016 and 2015.

#### Contact Information and Investor Conference Call Invitation



Investor Call

Note: Chief Executive Officer Brian Moynihan and Chief Financial Officer Paul Donofrio will discuss thirdquarter 2016 financial results in a conference call at 8:30 a.m. ET today. The presentation and supporting materials can be accessed on the Bank of America Investor Relations website at http://investor.bankofamerica.com.

For a listen-only connection to the conference call, dial 1.877.200.4456 (U.S.) or 1.785.424.1732 (international), and the conference ID is 79795. Please dial in 10 minutes prior to the start of the call. A replay will also be available beginning at noon ET on October 17 through midnight, October 24 by telephone at 1.800.934.4850 (U.S.) or 1.402.220.1178 (international).

#### **Investors May Contact:**

Lee McEntire, Bank of America, 1.980.388.6780 Jonathan Blum, Bank of America (Fixed Income), 1.212.449.3112

#### **Reporters May Contact:**

Jerry Dubrowski, Bank of America, 1.980.388.2840 jerome.f.dubrowski@bankofamerica.com

#### **About Bank of America**

Bank of America is one of the world's leading financial institutions, serving individual consumers, small and middle-market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk management products and services. The company provides unmatched convenience in the United States, serving approximately 47 million consumer and small business relationships with approximately 4,600 retail financial centers, approximately 16,000 ATMs, and award-winning online banking with approximately 34 million active accounts and more than 21 million mobile active users. Bank of America is a global leader in wealth management, corporate and investment banking and trading across a broad range of asset classes, serving corporations, governments, institutions and individuals around the world. Bank of America offers industry-leading support to approximately 3 million small business owners through a suite of innovative, easy-to-use online products and services. The company serves clients through operations in all 50 states, the District of Columbia, the U.S. Virgin Islands, Puerto Rico and more than 35 countries. Bank of America Corporation stock (NYSE: BAC) is listed on the New York Stock Exchange.

#### **Forward-Looking Statements**

Bank of America and its management may make certain statements that constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as "anticipates," "targets," "expects," "hopes," "estimates," "intends," "plans," "goals," "believes," "continue" and other similar expressions or future or conditional verbs such as "will," "may," "might," "should," "would" and "could." Forward-looking statements represent Bank of America's current expectations, plans or forecasts of its future results, revenues, expenses, efficiency ratio, capital measures, and future business and economic conditions more generally, and other future matters. These statements are not guarantees of future results or performance and involve certain known and unknown risks, uncertainties and assumptions that are difficult to predict and are often beyond Bank of America's control. Actual outcomes and results may differ materially from those expressed in, or implied by, any of these forward-looking statements.

You should not place undue reliance on any forward-looking statement and should consider the following uncertainties and risks, as well as the risks and uncertainties more fully discussed under Item 1A. Risk Factors of Bank of America's 2015 Annual Report on Form 10-K, and in any of Bank of America's subsequent Securities and Exchange Commission filings: the Company's ability to resolve representations and warranties repurchase and related claims, including claims brought by investors or trustees seeking to distinguish certain aspects of the New York Court of Appeals' ACE Securities Corp. v. DB Structured Products, Inc. (ACE) decision or to assert other claims seeking to avoid the impact of the ACE decision; the possibility that the Company could face increased servicing, securities, fraud, indemnity, contribution or other claims from one or more counterparties, including trustees, purchasers of loans, underwriters, issuers, other parties involved in securitizations, monolines or private-label and other investors; the possibility that future representations and warranties losses may occur in excess of the Company's recorded liability and estimated range of possible loss for its representations and warranties exposures; potential claims, damages, penalties, fines and reputational damage resulting from pending or future litigation and regulatory proceedings, including the possibility that amounts may be in excess of the Company's recorded liability and estimated range of possible loss for litigation exposures; the possible outcome of LIBOR, other reference rate, financial instrument and foreign exchange inquiries, investigations and litigation; uncertainties about the financial stability and growth rates of non-U.S. jurisdictions, the risk that those jurisdictions may face difficulties servicing their sovereign debt, and related stresses on financial markets, currencies and trade, and the Company's exposures to such risks, including direct, indirect and operational; the impact of U.S. and global interest rates (including negative or continued low interest rates), currency exchange rates and economic conditions; the possibility that future credit losses may be higher than currently expected due to changes in economic assumptions, customer behavior and other uncertainties; the impact on the Company's business, financial condition and results of operations of a potential higher interest rate environment; the impact on the Company's business, financial condition and results of operations from a protracted period of lower oil prices or ongoing volatility with respect to oil prices; our ability to achieve our expense targets; adverse changes to the Company's credit ratings from the major credit rating agencies; estimates of the fair value of certain of the Company's assets and liabilities; uncertainty regarding the content, timing and impact of regulatory capital and liquidity requirements, including the potential adoption of total loss-absorbing capacity requirements; the potential for payment protection insurance exposure to increase as a result of Financial Conduct Authority actions; the possible impact of Federal Reserve actions on the Company's capital plans; the possible impact of the Company's failure to remediate deficiencies identified by banking regulators in the Corporation's Recovery and Resolution plans; the impact of implementation and compliance with U.S. and international laws, regulations and regulatory interpretations, including, but not limited to, recovery and resolution planning requirements, FDIC assessments, the Volcker Rule, fiduciary standards and derivatives regulations; a failure in or breach of the Company's operational or security systems or infrastructure, or those of third parties, including as a result of cyber attacks; the impact on the Company's business, financial condition and results of operations from the potential exit of the United Kingdom from the European Union; and other similar matters.

Forward-looking statements speak only as of the date they are made, and Bank of America undertakes no obligation to update any forward-looking statement to reflect the impact of circumstances or events that arise after the date the forward-looking statement was made.

Bank of America Merrill Lynch is the marketing name for the Global Banking and Global Markets businesses of Bank of America Corporation. Lending, derivatives and other commercial banking activities are performed by banking affiliates of Bank of America Corporation, including Bank of America, N.A., member FDIC. Securities, financial advisory and other investment banking activities are performed by investment banking affiliates of Bank of America Corporation (Investment Banking Affiliates), including Merrill Lynch, Pierce, Fenner & Smith Incorporated, which are registered broker-dealers and members of FINRA and SIPC. Investment products offered by Investment Banking Affiliates: Are Not FDIC Insured \* May Lose Value \* Are Not Bank Guaranteed. Bank of America Corporation's broker-dealers are not banks and are separate legal entities from their bank affiliates. The obligations of the broker-dealers are not obligations of their bank affiliates (unless explicitly stated otherwise), and these bank affiliates are not responsible for securities sold, offered or recommended by the broker-dealers. The foregoing also applies to other non-bank affiliates.

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www.bankofamerica.com

# Bank of America Corporation and Subsidiaries Selected Financial Data

(Dollars in millions, except per share data; shares in thousands)

| Summary Income Statement  |     |                      | nths Ended<br>mber 30 |                      |    | Third<br>Quarter         |        | Second<br>Quarter    |    | Third<br>Quarter         |
|---|-----|----------------------|-----------------------|----------------------|----|--------------------------|--------|----------------------|----|--------------------------|
|   |     | 2016                 |                       | 2015                 |    | 2016                     |        | 2016                 |    | 2015                     |
| Net interest income   | \$  | 30,804               | \$                    | 29,272               | \$ | 10,201                   | \$     | 10,118               | \$ | 9,900                    |
| Noninterest income  |     | 32,907               |                       | 34,111               |    | 11,434                   |        | 11,168               |    | 11,092                   |
| Total revenue, net of interest expense  |     | 63,711               |                       | 63,383               |    | 21,635                   |        | 21,286               |    | 20,992                   |
| Provision for credit losses   |     | 2,823                |                       | 2,351                |    | 850                      |        | 976                  |    | 806                      |
| Noninterest expense   |     | 41,790               | _                     | 43,724               |    | 13,481                   |        | 13,493               |    | 13,939                   |
| Income before income taxes  |     | 19,098               |                       | 17,308               |    | 7,304                    |        | 6,817                |    | 6,247                    |
| Income tax expense  |     | 5,888                | _                     | 4,756                | _  | 2,349                    | _      | 2,034                | _  | 1,628                    |
| Net income  | \$  | 13,210               | <u>\$</u>             |                      | \$ | 4,955                    | \$     | 4,783                | \$ | 4,619                    |
| Preferred stock dividends   |     | 1,321                |                       | 1,153                | _  | 503                      | _      | 361                  | _  | 441                      |
| Net income applicable to common shareholders  | \$  | 11,889               | \$                    | 11,399               | \$ | 4,452                    | \$     | 4,422                | \$ | 4,178                    |
| Common stock issued under employee plans and related tax effects  |     | 5,082                |                       | 3,983                |    | 61                       |        | 85                   |    | 36                       |
| Average common shares issued and outstanding  |     | ,312,878             |                       | 10,483,466           |    | 10,250,124               |        | 10,328,424           |    | 10,444,291               |
| Average diluted common shares issued and outstanding  | 11, | ,046,807             |                       | 11,234,125           |    | 11,000,473               |        | 11,059,167           |    | 11,197,203               |
| Summary Average Balance Sheet   |     | 414 115              |                       | 207.000              |    | 422 102                  | ċ      | 410.005              | ċ  | 204265                   |
| Total debt securities  Total loans and leases   | \$  | 414,115              | \$                    | •                    | \$ | 423,182                  | \$     | 419,085              | \$ | 394,265                  |
|   |     | 897,760              |                       | 873,630              |    | 900,594                  |        | 899,670              |    | 877,429                  |
| Total earning assets  |     | ,861,019             |                       | 1,817,437            |    | 1,870,062                |        | 1,868,073            |    | 1,841,830                |
| Total deposits  |     | ,183,905<br>,213,029 |                       | 2,153,353            |    | 2,189,490<br>1,227,186   |        | 2,188,241            |    | 2,168,930                |
| Total deposits  |     | 240,440              |                       | 1,145,686<br>228,614 |    | 243,679                  |        | 1,213,291<br>240,376 |    | 1,159,231<br>231,524     |
| Common shareholders' equity Total shareholders' equity  |     | 264,907              |                       | 250,265              |    | 268,899                  |        | 265,354              |    | 253,798                  |
| Total Shareholders equity   |     | 204,907              |                       | 230,203              |    | 200,033                  |        | 203,334              |    | 233,798                  |
| Performance Ratios Return on average assets   |     | 0.81%                |                       | 0.78%                |    | 0.90%                    |        | 0.88%                |    | 0.84%                    |
| Return on average common shareholders' equity   |     | 6.61                 |                       | 6.67                 |    | 7.27                     |        | 7.40                 |    | 7.16                     |
| Return on average common shareholders' equity (1)   |     | 9.40                 |                       | 9.74                 |    | 10.28                    |        | 10.54                |    | 10.40                    |
| Per common share information Earnings Diluted earnings  | \$  | 1.15<br>1.10         | \$                    | 1.09<br>1.03         | \$ | 0.43<br>0.41             | \$     | 0.43<br>0.41         | \$ | 0.40<br>0.38             |
| Dividends paid  |     | 0.175                |                       | 0.15                 |    | 0.075                    |        | 0.05                 |    | 0.05                     |
| Book value  |     | 24.19                |                       | 22.40                |    | 24.19                    |        | 23.71                |    | 22.40                    |
| Tangible book value (1)   |     | 17.14                |                       | 15.50                |    | 17.14                    |        | 16.71                |    | 15.50                    |
| Summary Period-End Balance Sheet  |     |                      |                       |                      | Se | 2016                     |        | June 30<br>2016      | Se | ptember 30<br>2015       |
| Total debt securities   |     |                      |                       |                      | Ś  | 434,914                  | \$     | 412,569              | Ś  | 391,608                  |
| Total loans and leases  |     |                      |                       |                      | ٠  | 905,008                  | ڔ      | 903,153              | ڔ  | 882,076                  |
| Total earning assets  |     |                      |                       |                      |    | 1,877,928                |        | 1,861,134            |    | 1,820,627                |
| Total assets  |     |                      |                       |                      |    | 2,195,314                |        | 2,186,966            |    | 2,152,962                |
| Total deposits  |     |                      |                       |                      |    | 1,232,895                |        | 1,216,091            |    | 1,162,009                |
| Common shareholders' equity   |     |                      |                       |                      |    | 244,863                  |        | 242,206              |    | 233,588                  |
| Total shareholders' equity  |     |                      |                       |                      |    | 270,083                  |        | 267,426              |    | 255,861                  |
| Common shares issued and outstanding  |     |                      |                       |                      |    | 10,123,845               |        | 10,216,781           |    | 10,427,305               |
| Credit Quality  |     | Septer               | nths Ended<br>mber 30 |                      |    | Third<br>Quarter<br>2016 | uarter |                      |    | Third<br>Quarter<br>2015 |
| Total net charge-offs   | Ś   | 2016<br>2,941        | \$                    | 2015                 | \$ |                          | \$     | 2016                 | \$ |                          |
| Net charge-offs as a percentage of average loans and leases outstanding (2)   | Þ   | 2,941<br>0.44%       | - 1                   | 3,194<br>0.49%       | Þ  | 888<br>0.40%             | Þ      | 985<br>0.44%         | \$ | 932                      |
| Provision for credit losses   | \$  | 2,823                | \$                    |                      | \$ | 0.40%<br>850             | \$     | 976                  | \$ | 0.43%<br>806             |
| Provision for credit losses   | Ş   | 2,023                | Ş                     | 2,331                |    | eptember 30              | Ş      | June 30              |    | ptember 30               |
|   |     |                      |                       |                      | _  | 2016                     | _      | 2016                 | _  | 2015                     |
| Total nonperforming loans, leases and foreclosed properties (3)   |     |                      |                       |                      | \$ | 8,737                    | \$     | 8,799                | \$ | 10,336                   |
| Nonperforming loans, leases and foreclosed properties as a percentage of total loans, leases and foreclosed properties <sup>(2)</sup> |     |                      |                       |                      |    | 0.97%                    |        | 0.98%                |    | 1.18%                    |
| Allowance for loan and lease losses   |     |                      |                       |                      | \$ | 11,692                   | \$     | 11,837               | \$ | 12,657                   |
| Allowance for loan and lease losses as a percentage of total loans and leases outstanding (2)   |     |                      |                       |                      |    | 1.30%                    |        | 1.32%                |    | 1.45%                    |
|   |     |                      |                       |                      |    |                          |        | 70                   |    |                          |

For footnotes see page 13.

# Bank of America Corporation and Subsidiaries Selected Financial Data (continued)

(Dollars in millions)

|  |                      | 1   |                 |                      |  |
|--|----------------------|-----|-----------------|----------------------|--|
| Capital Management   | September 30<br>2016 | )   | June 30<br>2016 | September 30<br>2015 |  |
| Risk-based capital metrics (4, 5):   |                      |     | 2010            |                      |  |
| Common equity tier 1 capital   | \$ 169,925           | \$  | 166,173         | \$ 161,649           |  |
| Common equity tier 1 capital ratio   | 11.0                 | %   | 10.6%           | 11.6%                |  |
| Tier 1 leverage ratio  | 9.1                  |     | 8.9             | 8.5                  |  |
|  |                      |     |                 |                      |  |
| Tangible equity ratio (6)  | 9.4                  |     | 9.3             | 8.8                  |  |
| Tangible common equity ratio (6)   | 8.2                  |     | 8.1             | 7.8                  |  |
| Regulatory Capital Reconciliations (4, 5, 7)   | September 30         | )   | June 30         | September 30         |  |
|  | 2016                 |     | 2016            | 2015                 |  |
| Regulatory capital – Basel 3 transition to fully phased-in   |                      |     |                 |                      |  |
| Common equity tier 1 capital (transition)  | \$ 169,925           | \$  | 166,173         | \$ 161,649           |  |
| Deferred tax assets arising from net operating loss and tax credit carryforwards phased in during transition | (3,143)              |     | (3,496)         | (5,554)              |  |
| Accumulated OCI phased in during transition  | 188                  |     | 359             | (1,018)              |  |
| Intangibles phased in during transition  | (853)                |     | (907)           | (1,654)              |  |
| Defined benefit pension fund assets phased in during transition  | (375)                |     | (378)           | (470)                |  |
| DVA related to liabilities and derivatives phased in during transition                                       | 168                  |     | 104             | 228                  |  |
| Other adjustments and deductions phased in during transition   | (35)                 |     | (24)            | (92)                 |  |
| Common equity tier 1 capital (fully phased-in)   | \$ 165,875           | = = | 161,831         | \$ 153,089           |  |
| Risk-weighted assets - As reported to Basel 3 (fully phased-in)  |                      |     |                 |                      |  |
| Basel 3 Standardized approach risk-weighted assets as reported   | \$ 1,393,630         | \$  | 1,396,277       | \$ 1,391,672         |  |
| Changes in risk-weighted assets from reported to fully phased-in   | 15,587               |     | 17,689          | 22,989               |  |
| Basel 3 Standardized approach risk-weighted assets (fully phased-in)   | \$ 1,409,217         | \$  | 1,413,966       | \$ 1,414,661         |  |
| Basel 3 Advanced approaches risk-weighted assets as reported   | \$ 1,545,984         | \$  | 1,561,567       | n/a                  |  |
| Changes in risk-weighted assets from reported to fully phased-in   | (23,501)             |     | (19,600)        | n/a                  |  |
| Basel 3 Advanced approaches risk-weighted assets (fully phased-in) (8)                                       | \$ 1,522,483         | \$  | 1,541,967       | \$ 1,397,504         |  |
| Regulatory capital ratios  |                      |     |                 |                      |  |
| Basel 3 Standardized approach common equity tier 1 (transition)  | 12.29                | %   | 11.9%           | 11.6%                |  |
| Basel 3 Advanced approaches common equity tier 1 (transition)  | 11.0                 |     | 10.6            | n/a                  |  |
| Basel 3 Standardized approach common equity tier 1 (fully phased-in)   | 11.8                 |     | 11.4            | 10.8                 |  |
| Basel 3 Advanced approaches common equity tier 1 (fully phased-in) (8)                                       | 10.9                 |     | 10.5            | 11.0                 |  |

<sup>(1)</sup> Return on average tangible common shareholders' equity and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. Tangible book value per share provides additional useful information about the level of tangible assets in relation to outstanding shares of common stock. See Reconciliations to GAAP Financial Measures on pages 17-18.

(2) Ratios do not include loans accounted for under the fair value option. Charge-off ratios are annualized for the quarterly presentation.

Regulatory capital ratios are preliminary. Under the applicable bank regulatory rules, the Corporation is not required to and, accordingly, will not restate previously-filed capital ratios in connection with the change in accounting method related to certain debt securities. The cumulative impact of this change would have resulted in an insignificant pro forma change of the Corporation's capital ratios. Common equity tier 1 (CET1) capital, risk-weighted assets (RWA) and CET1 ratio as shown on a fully phased-in basis are non-GAAP financial measures.

(5) Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy.

Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity ratio equals period-end tangible common shareholders' equity divided by period-end tangible assets. Tangible shareholders' equity and tangible assets are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. See Reconciliations to GAAP Financial Measures on pages 17-18.

Fully phased-in estimates are non-GAAP financial measures. For reconciliations to GAAP financial measures, see above.

(8) Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, the Corporation did not have regulatory approval for the IMM model.

n/a = not applicable

Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the Federal Housing Administration and individually insured long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate, purchased credit-impaired loans even though the customer may be contractually past due, nonperforming loans held-for-sale, nonperforming loans accounted for under the fair value option and nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010.

# **Bank of America Corporation and Subsidiaries Quarterly Results by Business Segment and All Other**

| Third Quarter 2016       |         |   |  |   |  |  |   |   |  |
|--------------------------|---------|---|--|---|--|--|---|---|--|
| Consumer<br>Banking GWIM |         | Global<br>Banking   |  | Global<br>Markets   |  |  | All<br>Other  |   |  |
| \$                       | 7,968   | \$  | 4,379  | \$  | 4,748  | \$   | 4,359   | \$  | 409  |
|                          | 698     |   | 7  |   | 118  |  | 19  |   | 8  |
|                          | 4,371   |   | 3,257  |   | 2,151  |  | 2,658   |   | 1,044  |
|                          | 1,813   |   | 697  |   | 1,553  |  | 1,074   |   | (182)  |
|                          | 21%     |   | 21%  |   | 17%  |  | 12%   |   | n/m  |
|                          |         |   |  |   |  |  |   |   |  |
|                          |         |   |  |   |  |  |   |   |  |
| \$                       | 248,683 | \$  | 143,207  | \$  | 334,363  | \$   | 69,043  | \$  | 105,298  |
|                          | 605,708 |   | 253,812  |   | 306,198  |  | 32,840  |   | 28,628   |
|                          | 34,000  |   | 13,000   |   | 37,000   |  | 37,000  |   | n/m  |
|                          |         |   |  |   |  |  |   |   |  |
| \$                       | 251,125 | \$  | 144,980  | \$  | 334,120  | \$   | 72,144  | \$  | 102,639  |
|                          | 618,030 |   | 252,962  |   | 301,061  |  | 31,692  |   | 29,150   |
|                          | \$      | \$ 7,968<br>698<br>4,371<br>1,813<br>21%<br>\$ 248,683<br>605,708<br>34,000<br>\$ 251,125 | \$ 7,968 \$ 698 4,371 1,813 21% \$ 248,683 \$ 605,708 34,000 \$ 251,125 \$ | Consumer Banking         GWIM           \$ 7,968         \$ 4,379           698         7           4,371         3,257           1,813         697           21%         21%           \$ 248,683         \$ 143,207           605,708         253,812           34,000         13,000           \$ 251,125         \$ 144,980 | Consumer<br>Banking         GWIM           \$ 7,968         \$ 4,379         \$ 698           698         7           4,371         3,257           1,813         697           21%         21%           \$ 248,683         \$ 143,207         \$ 605,708           605,708         253,812         34,000           34,000         13,000         \$ 251,125 | Consumer<br>Banking         GWIM         Global<br>Banking           \$ 7,968         \$ 4,379         \$ 4,748           698         7         118           4,371         3,257         2,151           1,813         697         1,553           21%         21%         17%           \$ 248,683         \$ 143,207         \$ 334,363           605,708         253,812         306,198           34,000         13,000         37,000           \$ 251,125         \$ 144,980         \$ 334,120 | Consumer Banking         GWIM         Global Banking         N           \$ 7,968         \$ 4,379         \$ 4,748         \$           698         7         118         118           4,371         3,257         2,151         1,553         1,553           21%         21%         17%         17%           \$ 248,683         \$ 143,207         \$ 334,363         \$ 605,708         253,812         306,198           34,000         13,000         37,000         \$ 251,125         \$ 144,980         \$ 334,120         \$ 5 | Consumer Banking         GWIM         Global Banking         Global Markets           \$ 7,968         \$ 4,379         \$ 4,748         \$ 4,359           698         7         118         19           4,371         3,257         2,151         2,658           1,813         697         1,553         1,074           21%         21%         17%         12%           \$ 248,683         \$ 143,207         \$ 334,363         \$ 69,043           605,708         253,812         306,198         32,840           34,000         13,000         37,000         37,000           \$ 251,125         \$ 144,980         \$ 334,120         \$ 72,144 | Consumer Banking         GWIM         Global Banking         Global Markets           \$ 7,968         \$ 4,379         \$ 4,748         \$ 4,359         \$ 698           698         7         118         19           4,371         3,257         2,151         2,658           1,813         697         1,553         1,074           21%         21%         17%         12%           \$ 248,683         \$ 143,207         \$ 334,363         \$ 69,043         \$ 605,708           605,708         253,812         306,198         32,840           34,000         13,000         37,000         37,000           \$ 251,125         \$ 144,980         \$ 334,120         \$ 72,144         \$ |

|  | Second Quarter 2016 |         |    |         |    |                   |    |                   |    |              |
|--|---------------------|---------|----|---------|----|-------------------|----|-------------------|----|--------------|
|  | Consumer<br>Banking |         |    |         |    | Global<br>Banking |    | Global<br>Markets |    | All<br>Other |
| Total revenue, net of interest expense (FTE basis) (1) | \$                  | 7,795   | \$ | 4,425   | \$ | 4,694             | \$ | 4,308             | \$ | 287          |
| Provision for credit losses                            |                     | 726     |    | 14      |    | 199               |    | (5)               |    | 42           |
| Noninterest expense                                    |                     | 4,414   |    | 3,288   |    | 2,126             |    | 2,581             |    | 1,084        |
| Net income (loss)                                      |                     | 1,677   |    | 703     |    | 1,496             |    | 1,113             |    | (206)        |
| Return on average allocated capital (2)                |                     | 20%     |    | 22%     |    | 16%               |    | 12%               |    | n/m          |
| Balance Sheet  |                     |         |    |         |    |                   |    |                   |    |              |
| Average  |                     |         |    |         |    |                   |    |                   |    |              |
| Total loans and leases                                 | \$                  | 242,921 | \$ | 141,181 | \$ | 334,396           | \$ | 69,620            | \$ | 111,552      |
| Total deposits   |                     | 596,474 |    | 254,804 |    | 298,805           |    | 34,518            |    | 28,690       |
| Allocated capital (2)                                  |                     | 34,000  |    | 13,000  |    | 37,000            |    | 37,000            |    | n/m          |
| Period end   |                     |         |    |         |    |                   |    |                   |    |              |
| Total loans and leases                                 | \$                  | 247,122 | \$ | 142,633 | \$ | 334,838           | \$ | 70,766            | \$ | 107,794      |
| Total deposits   |                     | 599,457 |    | 250,976 |    | 304,577           |    | 33,506            |    | 27,575       |

|  |                     | ī             | Γhird | Quarter 201       | 5  |                   |               |
|--|---------------------|---------------|-------|-------------------|----|-------------------|---------------|
|  | Consumer<br>Banking | GWIM          |       | Global<br>Banking |    | Global<br>Markets | All<br>Other  |
| Total revenue, net of interest expense (FTE basis) (1) | \$<br>7,981         | \$<br>4,453   | \$    | 4,336             | \$ | 3,750             | \$<br>699     |
| Provision for credit losses                            | 523                 | (2)           |       | 181               |    | 42                | 62            |
| Noninterest expense                                    | 4,711               | 3,470         |       | 2,161             |    | 2,697             | 900           |
| Net income   | 1,757               | 632           |       | 1,278             |    | 800               | 152           |
| Return on average allocated capital (2)                | 21%                 | 21%           |       | 14%               |    | 9%                | n/m           |
| Balance Sheet  |                     |               |       |                   |    |                   |               |
| Average  |                     |               |       |                   |    |                   |               |
| Total loans and leases                                 | \$<br>233,103       | \$<br>134,319 | \$    | 308,710           | \$ | 66,349            | \$<br>134,948 |
| Total deposits   | 555,987             | 243,980       |       | 296,321           |    | 36,818            | 26,125        |
| Allocated capital (2)                                  | 33,000              | 12,000        |       | 35,000            |    | 35,000            | n/m           |
| Period end   |                     |               |       |                   |    |                   |               |
| Total loans and leases                                 | \$<br>234,995       | \$<br>135,805 | \$    | 313,596           | \$ | 70,159            | \$<br>127,521 |
| Total deposits   | 557,626             | 246,172       |       | 297,644           |    | 35,943            | 24,624        |

Fully taxable-equivalent (FTE) basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices.

Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated

n/m = not meaningful

capital. Other companies may define or calculate these measures differently.

# Year-to-Date Results by Business Segment and All Other

(Dollars in millions)

|               |  | Nine Months   | En   | ded Septem   | oer 3   | 30, 2016  |  |   |
|---------------|--|---|--|--|---|---|--|---|
|               |  | GWIM  |  | Global<br>Banking  |   |   |  | All<br>Other  |
| \$<br>23,620  | \$   | 13,273  | \$   | 13,896   | \$  | 12,618  | \$   | 970   |
| 1,955         |  | 46  |  | 870  |   | 23  |  | (71)  |
| 13,324        |  | 9,822   |  | 6,449  |   | 7,690   |  | 4,505   |
| 5,253         |  | 2,138   |  | 4,142  |   | 3,159   |  | (1,482)   |
| 21%           |  | 22%   |  | 15%  |   | 11%   |  | n/m   |
|               |  |   |  |  |   |   |  |   |
|               |  |   |  |  |   |   |  |   |
| \$<br>243,191 | \$   | 141,169   | \$   | 332,474  | \$  | 69,315  | \$   | 111,611   |
| 593,504       |  | 256,356   |  | 300,732  |   | 34,409  |  | 28,028  |
| 34,000        |  | 13,000  |  | 37,000   |   | 37,000  |  | n/m   |
|               |  |   |  |  |   |   |  |   |
| \$<br>251,125 | \$   | 144,980   | \$   | 334,120  | \$  | 72,144  | \$   | 102,639   |
| 618,030       |  | 252,962   |  | 301,061  |   | 31,692  |  | 29,150  |
| \$            | 1,955<br>13,324<br>5,253<br>21%<br>\$ 243,191<br>593,504<br>34,000<br>\$ 251,125 | Consumer Banking \$ 23,620 \$ 1,955 13,324 5,253 21%  \$ 243,191 \$ 593,504 34,000  \$ 251,125 \$ | Consumer<br>Banking         GWIM           \$ 23,620         \$ 13,273           1,955         46           13,324         9,822           5,253         2,138           21%         22%           \$ 243,191         \$ 141,169           593,504         256,356           34,000         13,000           \$ 251,125         \$ 144,980 | Consumer<br>Banking         GWIM           \$ 23,620         \$ 13,273         \$ 1,955           1,955         46         46           13,324         9,822         5,253         2,138           21%         22%           \$ 243,191         \$ 141,169         \$ 593,504           593,504         256,356         34,000         13,000           \$ 251,125         \$ 144,980         \$ | Consumer<br>Banking         GWIM         Global<br>Banking           \$ 23,620         \$ 13,273         \$ 13,896           1,955         46         870           13,324         9,822         6,449           5,253         2,138         4,142           21%         22%         15%           \$ 243,191         \$ 141,169         \$ 332,474           593,504         256,356         300,732           34,000         13,000         37,000           \$ 251,125         \$ 144,980         \$ 334,120 | Consumer<br>Banking         GWIM         Global<br>Banking         I           \$ 23,620         \$ 13,273         \$ 13,896         \$           1,955         46         870           13,324         9,822         6,449           5,253         2,138         4,142           21%         22%         15%           \$ 243,191         \$ 141,169         \$ 332,474         \$           593,504         256,356         300,732         34,000         37,000           \$ 251,125         \$ 144,980         \$ 334,120         \$ | Banking         GWIM         Banking         Markets           \$ 23,620         \$ 13,273         \$ 13,896         \$ 12,618           1,955         46         870         23           13,324         9,822         6,449         7,690           5,253         2,138         4,142         3,159           21%         22%         15%         11%           \$ 243,191         \$ 141,169         \$ 332,474         \$ 69,315           593,504         256,356         300,732         34,409           34,000         13,000         37,000         37,000           \$ 251,125         \$ 144,980         \$ 334,120         \$ 72,144 | Consumer<br>Banking         GWIM         Global<br>Banking         Global<br>Markets           \$ 23,620         \$ 13,273         \$ 13,896         \$ 12,618         \$ 1,955         46         870         23         13,324         9,822         6,449         7,690         5,253         2,138         4,142         3,159         11%           21%         22%         15%         11%           \$ 243,191         \$ 141,169         \$ 332,474         \$ 69,315         \$ 593,504         256,356         300,732         34,409         34,000         37,000         37,000         \$ 72,144         \$           \$ 251,125         \$ 144,980         \$ 334,120         \$ 72,144         \$ |

|  |                     | Nine Month    | s En | ded Septemb       | er 30 | , 2015            |               |
|--|---------------------|---------------|------|-------------------|-------|-------------------|---------------|
|  | Consumer<br>Banking | GWIM          |      | Global<br>Banking |       | Global<br>Markets | All<br>Other  |
| Total revenue, net of interest expense (FTE basis) (1) | \$<br>23,513        | \$<br>13,556  | \$   | 13,060            | \$    | 11,896            | \$<br>2,022   |
| Provision for credit losses                            | 1,662               | 36            |      | 454               |       | 69                | 130           |
| Noninterest expense                                    | 14,079              | 10,446        |      | 6,396             |       | 8,606             | 4,197         |
| Net income (loss)                                      | 4,913               | 1,944         |      | 3,924             |       | 2,253             | (482)         |
| Return on average allocated capital (2)                | 20%                 | 22%           |      | 15%               |       | 9%                | n/m           |
| Balance Sheet  |                     |               |      |                   |       |                   |               |
| Average  |                     |               |      |                   |       |                   |               |
| Total loans and leases                                 | \$<br>231,399       | \$<br>130,975 | \$   | 298,923           | \$    | 61,625            | \$<br>150,708 |
| Total deposits   | 549,213             | 242,507       |      | 290,327           |       | 38,376            | 25,263        |
| Allocated capital (2)                                  | 33,000              | 12,000        |      | 35,000            |       | 35,000            | n/m           |
| Period end   |                     |               |      |                   |       |                   |               |
| Total loans and leases                                 | \$<br>234,995       | \$<br>135,805 | \$   | 313,596           | \$    | 70,159            | \$<br>127,521 |
| Total deposits   | 557,626             | 246,172       |      | 297,644           |       | 35,943            | 24,624        |

<sup>(1)</sup> Fully taxable-equivalent (FTE) basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices.

n/m = not meaningful

Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.

# Bank of America Corporation and Subsidiaries Supplemental Financial Data

(Dollars in millions) **Nine Months Ended** Third Third Second Fully taxable-equivalent (FTE) basis data (1) September 30 Quarter Quarter Quarter 2016 2016 2016 2015 31,470 \$ 29,936 10,429 10,341 10,127 Net interest income Total revenue, net of interest expense 64,377 64,047 21,863 21,509 21,219 Net interest yield 2.26% 2.20% 2.23% 2.23% 2.19% Efficiency ratio 64.91 68.27 61.66 62.73 65.70 September 30 September 30 June 30 Other Data 2016 2016 2015 4,629 4,681 4,741 Number of financial centers - U.S. 15,998 Number of branded ATMs - U.S. 15,959 16,062 209,009 210,516 Ending full-time equivalent employees 215,193

<sup>(1)</sup> FTE basis is a non-GAAP financial measure. FTE basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. See Reconciliations to GAAP Financial Measures on pages 17-18.

# Bank of America Corporation and Subsidiaries Reconciliations to GAAP Financial Measures

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. Total revenue, net of interest expense, on a fully taxable-equivalent basis includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. The Corporation presents related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis, net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation earns over the cost of funds.

The Corporation may present certain key performance indicators and ratios excluding certain items which result in non-GAAP financial measures. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in understanding its results of operations and trends.

The Corporation also evaluates its business based on the following ratios that utilize tangible equity, a non-GAAP financial measure. Tangible equity represents an adjusted shareholders' equity or common shareholders' equity amount which has been reduced by goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible common shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average common shareholders' equity. The tangible common equity ratio represents adjusted ending common shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average total shareholders' equity. The tangible equity ratio represents adjusted ending shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Tangible book value per common share represents adjusted ending common shareholders' equity divided by ending common shares outstanding. These measures are used to evaluate the Corporation's use of equity. In addition, profitability, relationship and investment models all use return on average tangible shareholders' equity as key measures to support our overall growth goals.

See the tables below and on page 18 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the nine months ended September 30, 2016 and 2015 and the three months ended September 30, 2016, June 30, 2016 and September 30, 2015. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate supplemental financial data differently.

|  |      | Nine Mon<br>Septem<br>2016 |          |             | ,     | Third<br>Quarter<br>2016 | Second<br>Quarter<br>2016 | ,  | Third<br>Quarter<br>2015 |
|--|------|----------------------------|----------|-------------|-------|--------------------------|---------------------------|----|--------------------------|
| Reconciliation of net interest income to net interest income on a fully taxable-equivalent   | basi | <u>s</u>                   |          |             |       |                          |                           |    |                          |
| Net interest income  | \$   | 30,804                     | \$       | 29,272      | \$    | 10,201                   | \$<br>10,118              | \$ | 9,900                    |
| Fully taxable-equivalent adjustment  |      | 666                        |          | 664         |       | 228                      | 223                       |    | 227                      |
| Net interest income on a fully taxable-equivalent basis  | \$   | 31,470                     | \$       | 29,936      | \$    | 10,429                   | \$<br>10,341              | \$ | 10,127                   |
| Reconciliation of total revenue, net of interest expense to total revenu | xpen | se on a ful                | ly ta    | xable-equiv | alent | basis                    |                           |    |                          |
| Total revenue, net of interest expense   | \$   | 63,711                     | \$       | 63,383      | \$    | 21,635                   | \$<br>21,286              | \$ | 20,992                   |
| Fully taxable-equivalent adjustment  |      | 666                        |          | 664         |       | 228                      | 223                       |    | 227                      |
| Total revenue, net of interest expense on a fully taxable-equivalent basis   | \$   | 64,377                     | \$       | 64,047      | \$    | 21,863                   | \$<br>21,509              | \$ | 21,219                   |
| Reconciliation of income tax expense to income tax expense on a fully taxable-equivalent   | basi | is                         |          |             |       |                          |                           |    |                          |
| Income tax expense   | \$   | 5,888                      | \$       | 4,756       | \$    | 2,349                    | \$<br>2,034               | \$ | 1,628                    |
| Fully taxable-equivalent adjustment  |      | 666                        |          | 664         |       | 228                      | 223                       |    | 227                      |
| Income tax expense on a fully taxable-equivalent basis   | \$   | 6,554                      | \$       | 5,420       | \$    | 2,577                    | \$<br>2,257               | \$ | 1,855                    |
| Reconciliation of average common shareholders' equity to average tangible common shareholders'   | ehol | ders' equity               | <u>!</u> |             |       |                          |                           |    |                          |
| Common shareholders' equity  | \$   | 240,440                    | \$       | 228,614     | \$    | 243,679                  | \$<br>240,376             | \$ | 231,524                  |
| Goodwill   |      | (69,752)                   |          | (69,775)    |       | (69,744)                 | (69,751)                  |    | (69,774)                 |
| Intangible assets (excluding mortgage servicing rights)  |      | (3,480)                    |          | (4,307)     |       | (3,276)                  | (3,480)                   |    | (4,099)                  |
| Related deferred tax liabilities   |      | 1,666                      |          | 1,885       |       | 1,628                    | 1,662                     |    | 1,811                    |
| Tangible common shareholders' equity   | \$   | 168,874                    | \$       | 156,417     | \$    | 172,287                  | \$<br>168,807             | \$ | 159,462                  |
| Reconciliation of average shareholders' equity to average tangible shareholders' equity  |      |                            |          |             |       |                          | <br>                      |    |                          |
| Shareholders' equity   | \$   | 264,907                    | \$       | 250,265     | \$    | 268,899                  | \$<br>265,354             | \$ | 253,798                  |
| Goodwill   |      | (69,752)                   |          | (69,775)    |       | (69,744)                 | (69,751)                  |    | (69,774)                 |
| Intangible assets (excluding mortgage servicing rights)  |      | (3,480)                    |          | (4,307)     |       | (3,276)                  | (3,480)                   |    | (4,099)                  |
| Related deferred tax liabilities   |      | 1,666                      |          | 1,885       |       | 1,628                    | 1,662                     |    | 1,811                    |
| Tangible shareholders' equity  | \$   | 193,341                    | \$       | 178,068     | \$    | 197,507                  | \$<br>193,785             | \$ | 181,736                  |

# **Reconciliations to GAAP Financial Measures (continued)**

| Nine Morths Ended Septem + 3 Under Sep |
|--|
| Reconciliation of period-end common shareholders' equity to period-end tangible common shareholders' equity           Common shareholders' equity         \$ 244,863         \$ 233,588         \$ 244,863         \$ 242,206         \$ 233,588           Goodwill         (69,744)         (69,761)         (69,744)         (69,744)         (69,761)           Intangible assets (excluding mortgage servicing rights)         (3,168)         (3,973)         (3,168)         (3,352)         (3,973)           Related deferred tax liabilities         1,588         1,762         1,588         1,637         1,762           Tangible common shareholders' equity         \$ 173,539         \$ 161,616         \$ 173,539         \$ 170,747         \$ 161,616           Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity         \$ 270,083         \$ 255,861         \$ 270,083         \$ 267,426         \$ 255,861           Goodwill         (69,744)         (69,761)         (69,744)         (69,744)         (69,744)         (69,744)         (69,744)         (69,744)         (69,744)         (69,761)           Intangible assets (excluding mortgage servicing rights)         (3,168)         (3,973)         (3,168)         (3,352)         (3,973)  |
| Goodwill         (69,744)         (69,744)         (69,744)         (69,744)         (69,761)           Intangible assets (excluding mortgage servicing rights)         (3,168)         (3,973)         (3,168)         (3,352)         (3,973)           Related deferred tax liabilities         1,588         1,762         1,588         1,637         1,762           Tangible common shareholders' equity         \$ 173,539         \$ 161,616         \$ 173,539         \$ 170,747         \$ 161,616           Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity         \$ 270,083         \$ 255,861         \$ 270,083         \$ 267,426         \$ 255,861           Goodwill         (69,744)         (69,761)         (69,744)         (69,744)         (69,744)         (69,744)         (69,744)         (69,761)           Intangible assets (excluding mortgage servicing rights)         (3,168)         (3,973)         (3,168)         (3,352)         (3,973)   |
| Intangible assets (excluding mortgage servicing rights)         (3,168)         (3,973)         (3,168)         (3,352)         (3,973)           Related deferred tax liabilities         1,588         1,762         1,588         1,637         1,762           Tangible common shareholders' equity         \$ 173,539         \$ 161,616         \$ 173,539         \$ 170,747         \$ 161,616           Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity         \$ 270,083         \$ 255,861         \$ 270,083         \$ 267,426         \$ 255,861           Goodwill         (69,744)         (69,761)         (69,744)         (69,744)         (69,744)         (69,744)         (69,761)           Intangible assets (excluding mortgage servicing rights)         (3,168)         (3,973)         (3,168)         (3,352)         (3,973)  |
| Related deferred tax liabilities         1,588         1,762         1,588         1,637         1,762           Tangible common shareholders' equity         \$ 173,539         \$ 161,616         \$ 173,539         \$ 170,747         \$ 161,616           Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity         \$ 270,083         \$ 255,861         \$ 270,083         \$ 267,426         \$ 255,861           Goodwill         (69,744)         (69,761)         (69,744)         (69,744)         (69,744)         (69,744)         (69,761)           Intangible assets (excluding mortgage servicing rights)         (3,168)         (3,973)         (3,168)         (3,352)         (3,973)  |
| Reconciliation of period-end shareholders' equity         \$ 173,539         \$ 161,616         \$ 173,539         \$ 170,747         \$ 161,616           Shareholders' equity         \$ 270,083         \$ 255,861         \$ 270,083         \$ 270,083         \$ 270,083         \$ 270,083         \$ 270,083         \$ 270,083         \$ 267,426         \$ 255,861           Goodwill         (69,744)         (69,761)         (69,744)         (69,744)         (69,761)           Intangible assets (excluding mortgage servicing rights)         (3,168)         (3,168)         (3,352)         (3,973)  |
| Reconciliation of period-end shareholders' equity to period-end tangible shareholders' equity         \$ 270,083 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 267,426 \$ 255,861         \$ 267,426 \$ 255,861         \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$ 267,426 \$ 255,861         \$ 270,083 \$ 267,426 \$   |
| Shareholders' equity         \$ 270,083         \$ 255,861         \$ 270,083         \$ 267,426         \$ 255,861           Goodwill         (69,744)         (69,761)         (69,744)         (69,744)         (69,741)         (69,744)         (69,741)         (69,761)           Intangible assets (excluding mortgage servicing rights)         (3,168)         (3,973)         (3,168)         (3,352)         (3,973)   |
| Goodwill         (69,744)         (69,761)         (69,744)         (69,744)         (69,761)           Intangible assets (excluding mortgage servicing rights)         (3,168)         (3,973)         (3,168)         (3,352)         (3,973)  |
| Intangible assets (excluding mortgage servicing rights) (3,168) (3,973) (3,168) (3,352) (3,973)  |
|  |
| Related deferred tax liabilities <b>1,588</b> 1,762 <b>1,588</b> 1,637 1,762   |
|  |
| Tangible shareholders' equity         \$ 198,759         \$ 183,889         \$ 198,759         \$ 195,967         \$ 183,889   |
| Reconciliation of period-end assets to period-end tangible assets  |
| Assets \$ 2,195,314 \$ 2,152,962 \$ 2,195,314 \$ 2,186,966 \$ 2,152,962  |
| Goodwill (69,744) (69,761) (69,744) (69,744) (69,761)  |
| Intangible assets (excluding mortgage servicing rights) (3,168) (3,973) (3,168) (3,973)  |
| Related deferred tax liabilities         1,588         1,762         1,588         1,637         1,762   |
| Tangible assets         \$ 2,123,990         \$ 2,080,990         \$ 2,123,990         \$ 2,115,507         \$ 2,080,990   |
| Book value per share of common stock   |
| Common shareholders' equity \$ 244,863 \$ 233,588 \$ 242,206 \$ 233,588  |
| Ending common shares issued and outstanding <b>10,123,845</b> 10,427,305 <b>10,123,845</b> 10,216,781 10,427,305   |
| Book value per share of common stock \$ 24.19 \$ 22.40 \$ 24.19 \$ 23.71 \$ 22.40  |
| Tangible book value per share of common stock  |
| Tangible common shareholders' equity \$ 173,539 \$ 161,616 \$ 173,539 \$ 170,747 \$ 161,616  |
| Ending common shares issued and outstanding <b>10,123,845</b> 10,427,305 <b>10,123,845</b> 10,216,781 10,427,305   |
| Tangible book value per share of common stock         \$ 17.14 \$ 15.50         \$ 17.14 \$ 16.71 \$ 15.50   |



# **Supplemental Information Third Quarter 2016**

This information is preliminary and based on company data available at the time of the earnings presentation. It speaks only as of the particular date or dates included in the accompanying pages. Bank of America does not undertake an obligation to, and disclaims any duty to, update any of the information provided. Any forward-looking statements in this information are subject to the forward-looking language contained in Bank of America's reports filed with the SEC pursuant to the Securities Exchange Act of 1934, which are available at the SEC's website (www.sec.gov) or at Bank of America's website (www.bankofamerica.com). Bank of America's future financial performance is subject to risks and uncertainties as described in its SEC filings.

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Effective July 1, 2016, the Corporation changed its accounting method for the amortization of premiums and accretion of discounts related to certain debt securities carried at fair value and held-to-maturity under FASB Accounting Standards Codification (ASC) 310-20, Nonrefundable fees and other costs (formerly known as SFAS 91), from the prepayment method to the contractual method. All periods presented herein have been restated for this change in accounting method. Under the applicable bank regulatory rules, we are not required to and, accordingly, did not restate previously-filed capital ratios so in the presentations of our capital ratios, the underlying financial statement metrics on which the ratios are based are the amounts as previously reported.

# Bank of America Corporation and Subsidiaries Consolidated Financial Highlights

| (Dollars in millions, except per share information; shares in thousands | 5)  | Nine Mon       |        |         |     | Third           |    | Second          |    | First           |     | Fourth          |     | Third           |
|---|-----|----------------|--------|---------|-----|-----------------|----|-----------------|----|-----------------|-----|-----------------|-----|-----------------|
|   |     | Septen<br>2016 | nber . | 2015    | (   | Quarter<br>2016 | •  | Quarter<br>2016 | (  | Quarter<br>2016 | (   | Quarter<br>2015 | (   | Quarter<br>2015 |
| Income statement  |     | 2010           | _      | 2013    | _   | 2010            | _  | 2010            |    | 2010            | _   | 2013            |     | 2013            |
| Net interest income   | \$  | 30,804         | \$     | 29,272  | \$  | 10,201          | \$ | 10,118          | \$ | 10,485          | \$  | 9,686           | \$  | 9,900           |
| Noninterest income  |     | 32,907         |        | 34,111  |     | 11,434          |    | 11,168          |    | 10,305          |     | 9,896           |     | 11,092          |
| Total revenue, net of interest expense                                  |     | 63,711         |        | 63,383  |     | 21,635          |    | 21,286          |    | 20,790          |     | 19,582          |     | 20,992          |
| Provision for credit losses   |     | 2,823          |        | 2,351   |     | 850             |    | 976             |    | 997             |     | 810             |     | 806             |
| Noninterest expense   |     | 41,790         |        | 43,724  |     | 13,481          |    | 13,493          |    | 14,816          |     | 14,010          |     | 13,939          |
| Income tax expense  |     | 5,888          |        | 4,756   |     | 2,349           |    | 2,034           |    | 1,505           |     | 1,478           |     | 1,628           |
| Net income  |     | 13,210         |        | 12,552  |     | 4,955           |    | 4,783           |    | 3,472           |     | 3,284           |     | 4,619           |
| Preferred stock dividends   |     | 1,321          |        | 1,153   |     | 503             |    | 361             |    | 457             |     | 330             |     | 441             |
| Net income applicable to common shareholders                            |     | 11,889         |        | 11,399  |     | 4,452           |    | 4,422           |    | 3,015           |     | 2,954           |     | 4,178           |
| Diluted earnings per common share                                       |     | 1.10           |        | 1.03    |     | 0.41            |    | 0.41            |    | 0.28            |     | 0.27            |     | 0.38            |
| Average diluted common shares issued and outstanding                    | 11, | 046,807        | 11,    | 234,125 | 11, | ,000,473        | 11 | ,059,167        | 11 | ,100,067        | 11. | ,153,169        | 11. | ,197,203        |
| Dividends paid per common share   | s   | 0.175          | \$     | 0.15    | \$  | 0.075           | \$ | 0.05            | \$ | 0.05            | \$  | 0.05            | \$  | 0.03            |
| Performance ratios  |     |                |        |         |     |                 |    |                 |    |                 |     |                 |     |                 |
| Return on average assets  |     | 0.81%          |        | 0.78%   |     | 0.90%           |    | 0.88%           |    | 0.64%           |     | 0.60%           |     | 0.84            |
| Return on average common shareholders' equity                           |     | 6.61           |        | 6.67    |     | 7.27            |    | 7.40            |    | 5.11            |     | 4.99            |     | 7.16            |
| Return on average shareholders' equity                                  |     | 6.66           |        | 6.71    |     | 7.33            |    | 7.25            |    | 5.36            |     | 5.07            |     | 7.22            |
| Return on average tangible common shareholders' equity (1)              |     | 9.40           |        | 9.74    |     | 10.28           |    | 10.54           |    | 7.33            |     | 7.19            |     | 10.40           |
| Return on average tangible shareholders' equity (1)                     |     | 9.13           |        | 9.42    |     | 9.98            |    | 9.93            |    | 7.40            |     | 7.04            |     | 10.0            |
|   |     |                |        |         |     |                 |    |                 |    |                 |     |                 |     |                 |
| At period end  Book value per share of common stock                     | s   | 24.19          | \$     | 22.40   | \$  | 24.19           | \$ | 23.71           | \$ | 23.14           | \$  | 22.53           | \$  | 22.4            |
| Tangible book value per share of common stock (1)                       | •   | 17.14          | Ψ      | 15.50   |     | 17.14           | Ψ  | 16.71           | Ψ  | 16.19           | Ψ   | 15.62           | Ψ   | 15.50           |
| Market price per share of common stock:                                 |     |                |        | 10.00   |     | 17121           |    | 10.71           |    | 10.17           |     | 10.02           |     | 10.0            |
| Closing price   | \$  | 15.65          | \$     | 15.58   | \$  | 15.65           | \$ | 13.27           | \$ | 13.52           | \$  | 16.83           | \$  | 15.5            |
| High closing price for the period                                       | Ψ   | 16.43          | Ψ      | 18.45   | 9   | 16.19           | Ψ  | 15.11           | Ψ  | 16.43           | Ψ   | 17.95           | Ψ   | 18.4            |
| Low closing price for the period  |     | 11.16          |        | 15.15   |     | 12.74           |    | 12.18           |    | 11.16           |     | 15.38           |     | 15.20           |
| Market capitalization   |     | 158,438        |        | 162,457 |     | 158,438         |    | 135,577         |    | 139,427         |     | 174,700         |     | 162,45          |
|   |     |                |        |         |     |                 |    |                 |    |                 |     |                 |     |                 |
| Number of financial centers - U.S.                                      |     | 4,629          |        | 4,741   |     | 4,629           |    | 4,681           |    | 4,689           |     | 4,726           |     | 4,74            |
| Number of branded ATMs - U.S.   |     | 15,959         |        | 16,062  |     | 15,959          |    | 15,998          |    | 16,003          |     | 16,038          |     | 16,062          |
| Full-time equivalent employees  |     | 209,009        |        | 215,193 |     | 209,009         |    | 210,516         |    | 213,183         |     | 213,280         |     | 215,193         |

<sup>(1)</sup> Tangible equity ratios and tangible book value per share of common stock are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. Tangible book value per share provides additional useful information about the level of tangible assets in relation to outstanding shares of common stock. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 42-43.)

# **Bank of America Corporation and Subsidiaries Consolidated Statement of Income**

| (Dollars in millions, except per share information; shares in thousands)           |          |                  |                      |                |            |                   |                   |     |                 |                   |
|--|----------|------------------|----------------------|----------------|------------|-------------------|-------------------|-----|-----------------|-------------------|
|  |          |                  | ths Ended<br>nber 30 | Third<br>Quart |            | Second<br>Quarter | First<br>Quarter  |     | ourth<br>uarter | Third<br>Quarter  |
| *  |          | 2016             | 2015                 | 2016           | <u> </u>   | 2016              | 2016              |     | 2015            | 2015              |
| Interest income  Loans and leases  | 6        | 24 927           | \$ 23,912            | 6 0            | 250        | e 9210            | ¢ 9.260           | \$  | 9 006           | \$ 7,965          |
| Debt securities  | \$       | 24,837<br>6,922  | \$ 23,912<br>6,726   |                | ,358       | \$ 8,219<br>2,261 | \$ 8,260<br>2,517 | \$  | 8,006<br>2,452  | \$ 7,965<br>2,268 |
| Federal funds sold and securities borrowed or purchased under agreements to resell |          | 803              | 774                  |                | 267        | 2,201             | 2,317             |     | 214             | 2,206             |
| Trading account assets   |          | 3,330            | 3,291                |                | ,076       | 1,075             | 1,179             |     | 1,106           | 1,134             |
| Other interest income  |          | 2,300            | 2,221                |                | 765        | 759               | 776               |     | 805             | 754               |
| Total interest income  | _        | 38,192           | 36,924               |                | ,610       | 12,574            | 13,008            |     | 12,583          | 12,396            |
| Interest expense   |          |                  |                      |                |            |                   |                   |     |                 |                   |
| Deposits   |          | 736              | 650                  |                | 266        | 245               | 225               |     | 211             | 214               |
| Short-term borrowings  |          | 1,808            | 1,868                |                | 569        | 626               | 613               |     | 519             | 597               |
| Trading account liabilities  |          | 778              | 1,071                |                | 244        | 242               | 292               |     | 272             | 342               |
| Long-term debt   |          | 4,066            | 4,063                | 1,             | ,330       | 1,343             | 1,393             |     | 1,895           | 1,343             |
| Total interest expense   |          | 7,388            | 7,652                | 2,             | ,409       | 2,456             | 2,523             |     | 2,897           | 2,496             |
| Net interest income  |          | 30,804           | 29,272               | 10,            | ,201       | 10,118            | 10,485            |     | 9,686           | 9,900             |
| Noninterest income   |          |                  |                      |                |            |                   |                   |     |                 |                   |
| Card income  |          | 4,349            | 4,381                |                | ,455       | 1,464             | 1,430             |     | 1,578           | 1,510             |
| Service charges  |          | 5,660            | 5,519                |                | ,952       | 1,871             | 1,837             |     | 1,862           | 1,898             |
| Investment and brokerage services  |          | 9,543            | 10,101               |                | ,160       | 3,201             | 3,182             |     | 3,236           | 3,336             |
| Investment banking income  |          | 4,019            | 4,300                |                | ,458       | 1,408             | 1,153             |     | 1,272           | 1,287             |
| Trading account profits  |          | 5,821            | 5,510                |                | ,141       | 2,018             | 1,662             |     | 963             | 1,616             |
| Mortgage banking income  |          | 1,334            | 2,102                |                | 589        | 312               | 433               |     | 262             | 407               |
| Gains on sales of debt securities  |          | 490              | 886                  |                | 51         | 249               | 190               |     | 252             | 437               |
| Other income   |          | 1,691            | 1,312                |                | 628        | 645               | 418               |     | 471             | 601               |
| Total noninterest income  Total revenue, net of interest expense                   | <u> </u> | 32,907<br>63,711 | 63,383               |                | ,635       | 11,168<br>21,286  | 10,305<br>20,790  |     | 9,896<br>19,582 | 20,992            |
| Provision for credit losses  |          | 2,823            | 2,351                |                | 850        | 976               | 997               |     | 810             | 806               |
|  |          | ,                | ,                    |                |            |                   |                   |     |                 |                   |
| Noninterest expense  |          |                  |                      |                |            |                   |                   |     |                 |                   |
| Personnel  |          | 24,278           | 25,333               |                | ,704       | 7,722             | 8,852             |     | 7,535           | 7,829             |
| Occupancy  |          | 3,069            | 3,082                |                | ,005       | 1,036             | 1,028             |     | 1,011           | 1,028             |
| Equipment  |          | 1,357            | 1,511                |                | 443        | 451               | 463               |     | 528             | 499               |
| Marketing  |          | 1,243            | 1,330                |                | 410        | 414               | 419               |     | 481             | 445               |
| Professional fees  |          | 1,433            | 1,588                |                | 536        | 472               | 425               |     | 676             | 673               |
| Amortization of intangibles  |          | 554<br>2,240     | 632                  |                | 181<br>685 | 186<br>717        | 187<br>838        |     | 202<br>817      | 207<br>731        |
| Data processing Telecommunications   |          | 551              | 2,298<br>583         |                | 189        | 189               | 173               |     | 240             | 210               |
| Other general operating  |          | 7,065            | 7,367                |                | ,328       | 2,306             | 2,431             |     | 2,520           | 2,317             |
| Total noninterest expense  |          | 41,790           | 43,724               |                | 481        | 13,493            | 14,816            |     | 14,010          | 13,939            |
| Income before income taxes   |          | 19,098           | 17,308               |                | 304        | 6,817             | 4,977             |     | 4,762           | 6,247             |
| Income tax expense   |          | 5,888            | 4,756                |                | ,349       | 2,034             | 1,505             |     | 1,478           | 1,628             |
| Net income   | \$       | 13,210           | \$ 12,552            |                |            | \$ 4,783          | \$ 3,472          |     | 3,284           | \$ 4,619          |
| Preferred stock dividends  |          | 1,321            | 1,153                |                | 503        | 361               | 457               |     | 330             | 441               |
| Net income applicable to common shareholders                                       | S        | 11,889           | \$ 11,399            | \$ 4,          | ,452       | \$ 4,422          | \$ 3,015          |     | 2,954           | \$ 4,178          |
| Per common share information   |          |                  |                      |                |            |                   |                   |     |                 |                   |
| Earnings   | \$       | 1.15             | \$ 1.09              | s              | 0.43       | \$ 0.43           | \$ 0.29           | \$  | 0.28            | \$ 0.40           |
| Diluted earnings   |          | 1.10             | 1.03                 |                | 0.41       | 0.41              | 0.28              |     | 0.27            | 0.38              |
| Dividends paid   |          | 0.175            | 0.15                 | 0.             | .075       | 0.05              | 0.05              |     | 0.05            | 0.05              |
| Average common shares issued and outstanding                                       | 10,      | ,312,878         | 10,483,466           | 10,250,        | 124        | 10,328,424        | 10,370,094        | 10, | 399,422         | 10,444,291        |
| Average diluted common shares issued and outstanding                               | 11,      | ,046,807         | 11,234,125           | 11,000,        | 473        | 11,059,167        | 11,100,067        | 11, | 153,169         | 11,197,203        |

# **Bank of America Corporation and Subsidiaries Consolidated Statement of Comprehensive Income**

| (Dollars in millions)                                  | _  | Nine Mon<br>Septem | ıber |        | Q  | Third<br>uarter<br>2016 | Ç  | econd<br>Quarter<br>2016 | (  | First<br>Quarter<br>2016 | Ç  | Fourth<br>Quarter<br>2015 | Q  | Third<br>Quarter<br>2015 |
|--|----|--------------------|------|--------|----|-------------------------|----|--------------------------|----|--------------------------|----|---------------------------|----|--------------------------|
| Net income   | \$ | 13,210             | \$   | 12,552 | \$ | 4,955                   | \$ | 4,783                    | \$ | 3,472                    | \$ | 3,284                     | \$ | 4,619                    |
| Other comprehensive income (loss), net-of-tax:         | _  |                    | _    |        |    |                         |    |                          | _  |                          | _  |                           |    |                          |
| Net change in debt and marketable equity securities    |    | 3,319              |      | 167    |    | 208                     |    | 755                      |    | 2,356                    |    | (1,747)                   |    | 1,211                    |
| Net change in debit valuation adjustments              |    | 49                 |      | 633    |    | (65)                    |    | (13)                     |    | 127                      |    | (18)                      |    | 187                      |
| Net change in derivatives                              |    | 277                |      | 416    |    | 127                     |    | 126                      |    | 24                       |    | 168                       |    | 127                      |
| Employee benefit plan adjustments                      |    | 29                 |      | 77     |    | 6                       |    | 13                       |    | 10                       |    | 317                       |    | 27                       |
| Net change in foreign currency translation adjustments |    | (17)               |      | (84)   |    | (8)                     |    | (21)                     |    | 12                       |    | (39)                      |    | (76)                     |
| Other comprehensive income (loss)                      |    | 3,657              |      | 1,209  |    | 268                     |    | 860                      |    | 2,529                    |    | (1,319)                   |    | 1,476                    |
| Comprehensive income                                   | \$ | 16,867             | \$   | 13,761 | \$ | 5,223                   | \$ | 5,643                    | \$ | 6,001                    | \$ | 1,965                     | \$ | 6,095                    |

# **Bank of America Corporation and Subsidiaries Consolidated Balance Sheet**

| Com |                    |  |   |  |  |
|-----|--------------------|--|---|--|--|
| Sep | otember 30<br>2016 |  | June 30<br>2016   | Se   | ptember 30<br>2015   |
|     |                    |  |   |  |  |
| \$  | 26,701             | \$   | 29,408  | \$   | 27,886   |
|     | 116,733            |  | 141,799   |  | 142,540  |
|     | 143,434            |  | 171,207   |  | 170,426  |
|     | 8,506              |  | 7,558   |  | 6,485  |
|     | 218,810            |  | 213,737   |  | 206,681  |
|     | 187,849            |  | 175,365   |  | 180,018  |
|     | 47,896             |  | 55,264  |  | 55,226   |
|     |                    |  |   |  |  |
|     | 322,505            |  | 309,670   |  | 325,078  |
|     | 112,409            |  | 102,899   |  | 66,530   |
|     | 434,914            |  | 412,569   |  | 391,608  |
|     | 905,008            |  | 903,153   |  | 882,076  |
|     | (11,692)           |  | (11,837)  |  | (12,657)   |
|     | 893,316            |  | 891,316   |  | 869,419  |
|     | 9,133              |  | 9,150   |  | 9,554  |
|     | 2,477              |  | 2,269   |  | 3,043  |
|     | 69,744             |  | 69,744  |  | 69,761   |
|     | 3,168              |  | 3,352   |  | 3,973  |
|     | 10,586             |  | 8,848   |  | 8,842  |
|     | 54,116             |  | 58,150  |  | 63,443   |
|     | 111,365            |  | 108,437   |  | 114,483  |
| \$  | 2,195,314          | \$   | 2,186,966   | \$   | 2,152,962  |
|     |                    | 116,733<br>143,434<br>8,506<br>218,810<br>187,849<br>47,896<br>322,505<br>112,409<br>434,914<br>905,008<br>(11,692)<br>893,316<br>9,133<br>2,477<br>69,744<br>3,168<br>10,586<br>54,116<br>111,365 | 116,733 143,434 8,506 218,810 187,849 47,896  322,505 112,409 434,914 905,008 (11,692) 893,316 9,133 2,477 69,744 3,168 10,586 54,116 111,365 | 116,733       141,799         143,434       171,207         8,506       7,558         218,810       213,737         187,849       175,365         47,896       55,264         322,505       309,670         112,409       102,899         434,914       412,569         905,008       903,153         (11,692)       (11,837)         893,316       891,316         9,133       9,150         2,477       2,269         69,744       69,744         3,168       3,352         10,586       8,848         54,116       58,150         111,365       108,437 | 116,733       141,799         143,434       171,207         8,506       7,558         218,810       213,737         187,849       175,365         47,896       55,264         322,505       309,670         112,409       102,899         434,914       412,569         905,008       903,153         (11,692)       (11,837)         893,316       891,316         9,133       9,150         2,477       2,269         69,744       69,744         3,168       3,352         10,586       8,848         54,116       58,150         111,365       108,437 |

# **Bank of America Corporation and Subsidiaries Consolidated Balance Sheet (continued)**

| (Dollars in millions)   | Sor | otember 30 | June 30         | September 30    |
|---|-----|------------|-----------------|-----------------|
|   | Sep | 2016       | 2016            | 2015            |
| Liabilities   |     |            |                 |                 |
| Deposits in U.S. offices:   |     |            |                 |                 |
| Noninterest-bearing   | \$  | 431,418    | \$<br>424,918   | \$<br>417,837   |
| Interest-bearing  |     | 728,498    | 714,607         | 676,812         |
| Deposits in non-U.S. offices:   |     |            |                 |                 |
| Noninterest-bearing   |     | 11,596     | 11,252          | 8,519           |
| Interest-bearing  |     | 61,383     | 65,314          | 58,841          |
| Total deposits  |     | 1,232,895  | 1,216,091       | 1,162,009       |
| Federal funds purchased and securities loaned or sold under agreements to repurchase  |     | 178,195    | 178,062         | 199,238         |
| Trading account liabilities   |     | 76,998     | 74,282          | 74,252          |
| Derivative liabilities  |     | 43,484     | 47,561          | 45,862          |
| Short-term borrowings   |     | 26,889     | 33,051          | 34,518          |
| Accrued expenses and other liabilities (includes \$767, \$750 and \$661 of reserve for unfunded lending commitments)  |     | 141,634    | 140,876         | 143,934         |
| Long-term debt  |     | 225,136    | 229,617         | 237,288         |
| Total liabilities   |     | 1,925,231  | 1,919,540       | 1,897,101       |
| Shareholders' equity  |     |            |                 |                 |
| Preferred stock, $\$0.01$ par value; authorized $-$ <b>100,000,000</b> shares; issued and outstanding $-$ <b>3,887,439</b> , 3,887,790 and 3,767,790 shares   |     | 25,220     | 25,220          | 22,273          |
| Common stock and additional paid-in capital, \$0.01 par value; authorized – <b>12,800,000,000</b> shares; issued and outstanding – <b>10,123,845,121</b> , 10,216,780,615 and 10,427,305,035 shares |     | 148,261    | 149,554         | 151,841         |
| Retained earnings   |     | 98,303     | 94,621          | 85,786          |
| Accumulated other comprehensive income (loss)   |     | (1,701)    | (1,969)         | (4,039)         |
| Total shareholders' equity  |     | 270,083    | 267,426         | 255,861         |
| Total liabilities and shareholders' equity  | \$  | 2,195,314  | \$<br>2,186,966 | \$<br>2,152,962 |
| Liabilities of consolidated variable interest entities included in total liabilities above  |     |            |                 |                 |
| Short-term borrowings   | \$  | 546        | \$<br>639       | \$<br>567       |
| Long-term debt  |     | 11,209     | 11,463          | 12,922          |
| All other liabilities   |     | 38         | 35              | 103             |
| Total liabilities of consolidated variable interest entities  | \$  | 11,793     | \$<br>12,137    | \$<br>13,592    |

### **Capital Management**

| (Dollars in millions)                 |                      | 1               | 2004 | el 3 Transition  |                     |    |                     |
|---------------------------------------|----------------------|-----------------|------|------------------|---------------------|----|---------------------|
|                                       | September 30<br>2016 | June 30<br>2016 |      | March 31<br>2016 | December 31<br>2015 | Se | eptember 30<br>2015 |
| Risk-based capital metrics (1):       |                      |                 |      |                  |                     |    |                     |
| Standardized Approach                 |                      |                 |      |                  |                     |    |                     |
| Common equity tier 1 capital          | \$ 169,925           | \$<br>166,173   | \$   | 162,732          | \$<br>163,026       | \$ | 161,649             |
| Tier 1 capital                        | 191,435              | 187,209         |      | 182,550          | 180,778             |    | 178,830             |
| Total capital                         | 229,132              | 226,949         |      | 223,020          | 220,676             |    | 219,901             |
| Risk-weighted assets                  | 1,393,630            | 1,396,277       |      | 1,405,748        | 1,403,293           |    | 1,391,672           |
| Common equity tier 1 capital ratio    | 12.2%                | 11.9%           |      | 11.6%            | 11.6%               |    | 11.6                |
| Tier 1 capital ratio                  | 13.7                 | 13.4            |      | 13.0             | 12.9                |    | 12.9                |
| Total capital ratio                   | 16.4                 | 16.3            |      | 15.9             | 15.7                |    | 15.8                |
| Advanced Approaches (2)               |                      |                 |      |                  |                     |    |                     |
| Common equity tier 1 capital          | \$ 169,925           | \$<br>166,173   | \$   | 162,732          | \$<br>163,026       |    | n/s                 |
| Tier 1 capital                        | 191,435              | 187,209         |      | 182,550          | 180,778             |    | n/s                 |
| Total capital                         | 219,870              | 217,828         |      | 213,434          | 210,912             |    | n/                  |
| Risk-weighted assets                  | 1,545,984            | 1,561,567       |      | 1,586,993        | 1,602,373           |    | n/                  |
| Common equity tier 1 capital ratio    | 11.0%                | 10.6%           |      | 10.3%            | 10.2%               |    | n/s                 |
| Tier 1 capital ratio                  | 12.4                 | 12.0            |      | 11.5             | 11.3                |    | n/                  |
| Total capital ratio                   | 14.2                 | 13.9            |      | 13.4             | 13.2                |    | n/a                 |
| Leverage-based metrics <sup>(3)</sup> |                      |                 |      |                  |                     |    |                     |
| Adjusted average assets               | \$ 2,111,340         | \$<br>2,109,172 | \$   | 2,094,896        | \$<br>2,103,183     | \$ | 2,091,628           |
| Tier 1 leverage ratio                 | 9.1%                 | 8.9%            |      | 8.7%             | 8.6%                |    | 8.5                 |
| Supplementary leverage exposure       | \$ 2,703,013         | \$<br>2,694,079 | \$   | 2,685,787        | \$<br>2,726,806     | \$ | 2,739,104           |
| Supplementary leverage ratio          | 7.1%                 | 6.9%            |      | 6.8%             | 6.4%                |    | 6.4                 |
| angible equity ratio (4)              | 9.4                  | 9.3             |      | 9.1              | 8.9                 |    | 8.8                 |
| Tangible common equity ratio (4)      | 8.2                  | 8.1             |      | 7.9              | 7.8                 |    | 7.8                 |

<sup>(1)</sup> Regulatory capital ratios are preliminary and reflect the transition provisions of Basel 3. Under the applicable bank regulatory rules, the Corporation is not required to and, accordingly, will not restate previously-filed capital ratios in connection with the change in accounting method related to certain debt securities. The cumulative impact of this change would have resulted in an insignificant pro forma change of the Corporation's capital ratios.

n/a = not applicable

<sup>(2)</sup> Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy.

<sup>(3)</sup> The numerator of the supplementary leverage ratio and Tier 1 leverage ratio is quarter-end Basel 3 Tier 1 capital. The Tier 1 leverage ratio reflects the transition provisions of Basel 3 and the supplementary leverage ratio is calculated on a fully phased-in basis. The denominator of supplementary leverage exposure is total leverage exposure based on the daily average of the sum of on-balance sheet exposures less permitted Tier 1 deductions, as well as the simple average of certain off-balance sheet exposures, as of the end of each month in a quarter. Off-balance sheet exposures primarily include undrawn lending commitments, letters of credit, potential future derivative exposures and repo-style transactions.

<sup>(4)</sup> Tangible equity ratio equals period-end tangible shareholders' equity divided by period-end tangible assets. Tangible common equity ratio equals period-end tangible common shareholders' equity divided by period-end tangible assets. Tangible shareholders' equity and tangible assets are non-GAAP financial measures. We believe the use of ratios that utilize tangible equity provides additional useful information because they present measures of those assets that can generate income. (See Exhibit A: Non-GAAP Reconciliations - Reconciliation to GAAP Financial Measures on pages 42-43.)

# **Bank of America Corporation and Subsidiaries Regulatory Capital Reconciliations** (1, 2, 3)

| (Dollars in millions)  |      |                   |                 |    |                  |    |                    |    |                     |
|--|------|-------------------|-----------------|----|------------------|----|--------------------|----|---------------------|
|  | Sep  | tember 30<br>2016 | June 30<br>2016 |    | March 31<br>2016 | D  | ecember 31<br>2015 | Se | eptember 30<br>2015 |
| Regulatory capital – Basel 3 transition to fully phased-in   |      |                   |                 | _  |                  | _  |                    | _  |                     |
| Common equity tier 1 capital (transition)  | \$   | 169,925           | \$<br>166,173   | \$ | 162,732          | \$ | 163,026            | \$ | 161,649             |
| Deferred tax assets arising from net operating loss and tax credit carryforwards phased in during transition |      | (3,143)           | (3,496)         |    | (3,764)          |    | (5,151)            |    | (5,554)             |
| Accumulated OCI phased in during transition  |      | 188               | 359             |    | (117)            |    | (1,917)            |    | (1,018)             |
| Intangibles phased in during transition  |      | (853)             | (907)           |    | (983)            |    | (1,559)            |    | (1,654)             |
| Defined benefit pension fund assets phased in during transition  |      | (375)             | (378)           |    | (381)            |    | (568)              |    | (470)               |
| DVA related to liabilities and derivatives phased in during transition                                       |      | 168               | 104             |    | 76               |    | 307                |    | 228                 |
| Other adjustments and deductions phased in during transition   |      | (35)              | (24)            |    | (54)             |    | (54)               |    | (92)                |
| Common equity tier 1 capital (fully phased-in)   | \$   | 165,875           | \$<br>161,831   | \$ | 157,509          | \$ | 154,084            | \$ | 153,089             |
| Risk-weighted assets – As reported to Basel 3 (fully phased-in)  |      |                   |                 |    |                  |    |                    |    |                     |
| Basel 3 Standardized approach risk-weighted assets as reported   | \$ 1 | ,393,630          | \$<br>1,396,277 | \$ | 1,405,748        | \$ | 1,403,293          | \$ | 1,391,672           |
| Changes in risk-weighted assets from reported to fully phased-in   |      | 15,587            | 17,689          |    | 20,104           |    | 24,089             |    | 22,989              |
| Basel 3 Standardized approach risk-weighted assets (fully phased-in)   | \$ 1 | ,409,217          | \$<br>1,413,966 | \$ | 1,425,852        | \$ | 1,427,382          | \$ | 1,414,661           |
| Basel 3 Advanced approaches risk-weighted assets as reported   | \$ 1 | ,545,984          | \$<br>1,561,567 | \$ | 1,586,993        | \$ | 1,602,373          |    | n/a                 |
| Changes in risk-weighted assets from reported to fully phased-in   |      | (23,501)          | (19,600)        |    | (29,710)         |    | (27,690)           |    | n/a                 |
| Basel 3 Advanced approaches risk-weighted assets (fully phased-in) (4)                                       | \$ 1 | ,522,483          | \$<br>1,541,967 | \$ | 1,557,283        | \$ | 1,574,683          | \$ | 1,397,504           |
| Regulatory capital ratios  |      |                   |                 |    |                  |    |                    |    |                     |
| Basel 3 Standardized approach common equity tier 1 (transition)  |      | 12.2%             | 11.9%           |    | 11.6%            |    | 11.6%              |    | 11.6%               |
| Basel 3 Advanced approaches common equity tier 1 (transition)  |      | 11.0              | 10.6            |    | 10.3             |    | 10.2               |    | n/a                 |
| Basel 3 Standardized approach common equity tier 1 (fully phased-in)   |      | 11.8              | 11.4            |    | 11.0             |    | 10.8               |    | 10.8                |
| Basel 3 Advanced approaches common equity tier 1 (fully phased-in) (4)                                       |      | 10.9              | 10.5            |    | 10.1             |    | 9.8                |    | 11.0                |

<sup>(1)</sup> Regulatory capital ratios are preliminary. Under the applicable bank regulatory rules, the Corporation is not required to and, accordingly, will not restate previously-filed capital ratios in connection with the change in accounting method related to certain debt securities. The cumulative impact of this change would have resulted in an insignificant pro forma change of the Corporation's capital ratios.

n/a = not applicable

<sup>&</sup>lt;sup>(2)</sup> Prior to the fourth quarter of 2015, Bank of America was required to report regulatory capital using the Standardized approach. In connection with its exit from parallel run in the fourth quarter of 2015, Bank of America began to report regulatory capital ratios under both the Standardized and Advanced approaches. The approach that yields the lower ratio is used to assess capital adequacy.

<sup>&</sup>lt;sup>(3)</sup> Fully phased-in estimates are non-GAAP financial measures. For reconciliations to GAAP financial measures, see above.

<sup>(4)</sup> Basel 3 fully phased-in Advanced approaches estimates assume approval by U.S. banking regulators of our internal analytical models, including approval of the internal models methodology (IMM). As of September 30, 2016, the Corporation did not have regulatory approval for the IMM model.

### Quarterly Average Balances and Interest Rates - Fully Taxable-equivalent Basis

| (Dollars in millions)  |                    |                                |          |                    |                                |                |                    |                                |                |
|--|--------------------|--------------------------------|----------|--------------------|--------------------------------|----------------|--------------------|--------------------------------|----------------|
|  | Thir               | d Quarter 2                    | 016      | Seco               | ond Quarter 2016               | 5              | Thi                | rd Quarter 2015                |                |
|  | Average<br>Balance | Interest<br>Income/<br>Expense | Yield/   | Average<br>Balance | Interest<br>Income/<br>Expense | Yield/<br>Rate | Average<br>Balance | Interest<br>Income/<br>Expense | Yield/<br>Rate |
| Earning assets   |                    |                                |          |                    |                                |                |                    |                                |                |
| Interest-bearing deposits with the Federal Reserve, non-<br>U.S. central banks and other banks | \$ 133,866         | \$ 1                           | 48 0.44% | \$ 135,312         | \$ 157                         | 0.47%          | \$ 145,174         | \$ 96                          | 0.26%          |
| Time deposits placed and other short-term investments  | 9,336              |                                | 34 1.45  | 7,855              | 35                             | 1.79           | 11,503             | 38                             | 1.32           |
| Federal funds sold and securities borrowed or purchased under agreements to resell             | 214,254            | 2                              | 67 0.50  | 223,005            | 260                            | 0.47           | 210,127            | 275                            | 0.52           |
| Trading account assets   | 128,879            | 1,1                            | 11 3.43  | 127,189            | 1,109                          | 3.50           | 140,484            | 1,170                          | 3.31           |
| Debt securities  | 423,182            | 2,1                            | 69 2.07  | 419,085            | 2,284                          | 2.20           | 394,265            | 2,282                          | 2.32           |
| Loans and leases (1):  |                    |                                |          |                    |                                |                |                    |                                |                |
| Residential mortgage   | 188,234            | 1,6                            | 12 3.42  | 186,752            | 1,626                          | 3.48           | 193,791            | 1,690                          | 3.49           |
| Home equity  | 70,603             | 6                              | 81 3.84  | 73,141             | 703                            | 3.86           | 79,715             | 730                            | 3.64           |
| U.S. credit card   | 88,210             | 2,0                            | 61 9.30  | 86,705             | 1,983                          | 9.20           | 88,201             | 2,033                          | 9.15           |
| Non-U.S. credit card   | 9,256              | 2                              | 31 9.94  | 9,988              | 250                            | 10.06          | 10,244             | 267                            | 10.34          |
| Direct/Indirect consumer   | 92,870             | 5                              | 85 2.51  | 91,643             | 563                            | 2.47           | 85,975             | 515                            | 2.38           |
| Other consumer   | 2,358              |                                | 18 2.94  | 2,220              | 16                             | 3.00           | 1,980              | 15                             | 3.01           |
| Total consumer   | 451,531            | 5,1                            | 88 4.58  | 450,449            | 5,141                          | 4.58           | 459,906            | 5,250                          | 4.54           |
| U.S. commercial  | 276,833            | 2,0                            | 40 2.93  | 276,640            | 2,006                          | 2.92           | 251,908            | 1,744                          | 2.75           |
| Commercial real estate   | 57,606             | 4                              | 52 3.12  | 57,772             | 434                            | 3.02           | 53,605             | 384                            | 2.84           |
| Commercial lease financing   | 21,194             | 1                              | 53 2.88  | 20,874             | 147                            | 2.81           | 20,013             | 153                            | 3.07           |
| Non-U.S. commercial  | 93,430             | 5                              | 99 2.55  | 93,935             | 564                            | 2.42           | 91,997             | 514                            | 2.22           |
| Total commercial   | 449,063            | 3,2                            | 44 2.87  | 449,221            | 3,151                          | 2.82           | 417,523            | 2,795                          | 2.66           |
| Total loans and leases (2):  | 900,594            | 8,4                            | 32 3.73  | 899,670            | 8,292                          | 3.70           | 877,429            | 8,045                          | 3.65           |
| Other earning assets   | 59,951             | 6                              | 77 4.50  | 55,957             | 660                            | 4.74           | 62,848             | 717                            | 4.52           |
| Total earning assets (3)   | 1,870,062          | 12,8                           | 38 2.73  | 1,868,073          | 12,797                         | 2.75           | 1,841,830          | 12,623                         | 2.73           |
| Cash and due from banks  | 27,361             |                                |          | 27,924             |                                |                | 27,730             |                                |                |
| Other assets, less allowance for loan and lease losses   | 292,067            |                                |          | 292,244            |                                |                | 299,370            |                                |                |
| Total assets   | \$ 2,189,490       |                                |          | \$ 2,188,241       |                                |                | \$ 2,168,930       |                                |                |

<sup>(1)</sup> Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is generally recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the estimated life of the loan.

to other income and other general operating expenses on the Consolidated Statement of Income.

(3) The impact of interest rate risk management derivatives on interest income is presented below. Interest income includes the impact of interest rate risk management contracts, which increased (decreased) interest income on:

|  | Third Quarter 20 | 016  | Second Quarter 201 | 16   | Third Quarter 20 | 15   |
|--|------------------|------|--------------------|------|------------------|------|
| Federal funds sold and securities borrowed or purchased under agreements to resell | \$               | (1)  | \$                 | 5    | \$               | 20   |
| Debt securities  |                  | (49) |                    | (48) |                  | (11) |
| U.S. commercial loans and leases   |                  | (14) |                    | (13) |                  | (17) |
| Net hedge expense on assets  | \$               | (64) | \$                 | (56) | \$               | (8)  |

<sup>(2)</sup> Beginning in the first quarter of 2016, the Corporation classifies operating leases in other assets on the Consolidated Balance Sheet. For the three months ended September 30, 2015, \$5.4 billion of operating leases were reclassified from loans and leases to other assets to conform to this presentation. Additionally, amounts related to these leases were reclassified from net interest income to other income and other general operating expenses on the Consolidated Statement of Income.

# Quarterly Average Balances and Interest Rates – Fully Taxable-equivalent Basis (continued)

| NOW and money market deposit accounts 592,907 73 0.05 583,913 72 0.05 545,741 6 Consumer CDs and IRAs 48,695 33 0.27 48,450 33 0.28 53,174 3 Negotiable CDs, public funds and other deposits 32,023 43 0.54 32,879 35 0.42 30,631 2 Total U.S. interest-bearing deposits 723,510 151 0.08 715,347 141 0.08 675,843 13 Non-U.S. interest-bearing deposits:  Banks located in non-U.S. countries 4,294 9 0.87 4,235 10 0.98 4,196 Governments and official institutions 1,391 3 0.61 1,542 2 0.66 1,654 Time, savings and other 59,340 103 0.70 60,311 92 0.61 53,793 7 Total non-U.S. interest-bearing deposits 65,025 115 0.71 66,088 104 0.63 59,643 8 Total interest-bearing deposits 788,535 266 0.13 781,435 245 0.13 735,486 21 Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 73,452 244 1.32 73,773 242 1.32 77,443 34 Long-term debt 227,269 1,330 2.33 233,061 1,343 2.31 240,520 1,34 Total interest-bearing liabilities 1,268,890 2,409 0.74 1,304,121 2,456 0.76 1,310,772 2,45 Noninterest-bearing deposits 438,651 431,856 423,745 Other liabilities 185,050 186,910 180,615  |  |            |        |              |       |   |            |       |           |             |           |       |       |           |      | (Dollars in millions)                           |
|--|--|------------|--------|--------------|-------|---|------------|-------|-----------|-------------|-----------|-------|-------|-----------|------|---|
| New range  | <u>;                                    </u> | arter 2015 | rd Qua | Thir         |       | 5 | arter 2016 | nd Qu | Secor     |             | rter 2016 | d Qua | Third | Thi       |      |   |
| U.S. interest-bearing deposits:  Savings  \$ 49,885 \$ 2 0.01% \$ 50,105 \$ 1 0.01% \$ 46,297 \$    NOW and money market deposit accounts  \$ 592,907 \$ 73 0.05 \$ 583,913 \$ 72 0.05 \$ 545,741 \$ 0.00 \$ | Yield/<br>Rate                               | ncome/     | Ir     |              |       |   | ncome/     | In    |           |             | come/     | In    |       |           |      |   |
| Savings         \$ 49,885         \$ 2         0.01%         \$ 50,105         \$ 1         0.01%         \$ 46,297         \$ 1           NOW and money market deposit accounts         592,907         73         0.05         583,913         72         0.05         545,741         6           Consumer CDs and IRAs         48,695         33         0.27         48,450         33         0.28         53,174         33           Negotiable CDs, public funds and other deposits         32,023         43         0.54         32,879         35         0.42         30,631         2           Total U.S. interest-bearing deposits         723,510         151         0.08         715,347         141         0.08         675,843         13           Non-U.S. interest-bearing deposits         4,294         9         0.87         4,235         10         0.98         4,196           Governments and official institutions         1,391         3         0.61         1,542         2         0.66         1,654           Time, savings and other         59,340         103         0.70         60,311         92         0.61         53,793         7           Total interest-bearing deposits         65,025         115         0.71  |  |            |        |              |       |   |            |       |           |             |           |       |       |           |      | Interest-bearing liabilities                    |
| NOW and money market deposit accounts  |  |            |        |              |       |   |            |       |           |             |           |       |       |           |      | U.S. interest-bearing deposits:                 |
| Consumer CDs and IRAs         48,695         33         0.27         48,450         33         0.28         53,174         3           Negotiable CDs, public funds and other deposits         32,023         43         0.54         32,879         35         0.42         30,631         2           Total U.S. interest-bearing deposits         723,510         151         0.08         715,347         141         0.08         675,843         12           Non-U.S. interest-bearing deposits         4,294         9         0.87         4,235         10         0.98         4,196           Banks located in non-U.S. countries         4,294         9         0.87         4,235         10         0.98         4,196           Governments and official institutions         1,391         3         0.61         1,542         2         0.66         1,654           Time, savings and other         59,340         103         0.70         60,311         92         0.61         53,793         7           Total non-U.S. interest-bearing deposits         65,025         115         0.71         66,088         104         0.63         59,643         8           Total interest-bearing deposits         788,535         266         0.13 <t< td=""><td>0.02%</td><td>2</td><td>\$</td><td>\$ 46,297</td><td>0.01%</td><td>0</td><td>1</td><td>\$</td><td>50,105</td><td>\$<br/>0.01%</td><td>2</td><td>\$</td><td>885</td><td>49,885</td><td>\$</td><td>Savings</td></t<>   | 0.02%  | 2          | \$     | \$ 46,297    | 0.01% | 0 | 1          | \$    | 50,105    | \$<br>0.01% | 2         | \$    | 885   | 49,885    | \$   | Savings   |
| Negotiable CDs, public funds and other deposits         32,023         43         0.54         32,879         35         0.42         30,631         2           Total U.S. interest-bearing deposits         723,510         151         0.08         715,347         141         0.08         675,843         13           Non-U.S. interest-bearing deposits:         8         0.87         4,235         10         0.98         4,196           Governments and official institutions         1,391         3         0.61         1,542         2         0.66         1,654           Time, savings and other         59,340         103         0.70         60,311         92         0.61         53,793         7           Total non-U.S. interest-bearing deposits         65,025         115         0.71         66,088         104         0.63         59,643         8           Total interest-bearing deposits         788,535         266         0.13         781,435         245         0.13         735,486         21           Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings         207,634         569         1.09         215,852         626         1.17         257,323         55           Trading account liab   | 0.05   | 67         |        | 545,741      | 0.05  | 0 | 72         |       | 583,913   | 0.05        | 73        |       | 07    | 592,907   |      | NOW and money market deposit accounts           |
| Total U.S. interest-bearing deposits 723,510 151 0.08 715,347 141 0.08 675,843 12  Non-U.S. interest-bearing deposits:  Banks located in non-U.S. countries 4,294 9 0.87 4,235 10 0.98 4,196  Governments and official institutions 1,391 3 0.61 1,542 2 0.66 1,654  Time, savings and other 59,340 103 0.70 60,311 92 0.61 53,793 7  Total non-U.S. interest-bearing deposits 65,025 115 0.71 66,088 104 0.63 59,643 8  Total interest-bearing deposits 788,535 266 0.13 781,435 245 0.13 735,486 21  Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 207,634 569 1.09 215,852 626 1.17 257,323 559  Trading account liabilities 73,452 244 1.32 73,773 242 1.32 77,443 34  Long-term debt 227,269 1,330 2.33 233,061 1,343 2.31 240,520 1,344  Total interest-bearing liabilities 1 1,296,890 2,409 0.74 1,304,121 2,456 0.76 1,310,772 2,455  Noninterest-bearing deposits 438,651 431,856 423,745  Other liabilities 185,050 186,910 180,615   | 0.29   | 38         |        | 53,174       | 0.28  | 0 | 33         |       | 48,450    | 0.27        | 33        |       | 95    | 48,695    |      | Consumer CDs and IRAs                           |
| Non-U.S. interest-bearing deposits:  Banks located in non-U.S. countries  4,294  9 0.87  4,235  10 0.98  4,196  Governments and official institutions  1,391  3 0.61  1,542  2 0.66  1,654  Time, savings and other  59,340  103  0.70  60,311  92  0.61  53,793  7  Total non-U.S. interest-bearing deposits  65,025  115  0.71  66,088  104  0.63  59,643  8  Total interest-bearing deposits  788,535  266  0.13  781,435  245  0.13  735,486  21  Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings  207,634  569  1.09  215,852  626  1.17  257,323  559  Trading account liabilities  73,452  244  1.32  73,773  242  1.32  77,443  344  Long-term debt  227,269  1,330  2.33  233,061  1,343  2.31  240,520  1,344  Noninterest-bearing deposits  438,651  431,856  423,745  Other liabilities  185,050  186,910  180,615   | 0.33   | 26         |        | 30,631       | 0.42  | 0 | 35         |       | 32,879    | 0.54        | 43        |       | 23    | 32,023    |      | Negotiable CDs, public funds and other deposits |
| Banks located in non-U.S. countries         4,294         9         0.87         4,235         10         0.98         4,196           Governments and official institutions         1,391         3         0.61         1,542         2         0.66         1,654           Time, savings and other         59,340         103         0.70         60,311         92         0.61         53,793         7           Total non-U.S. interest-bearing deposits         65,025         115         0.71         66,088         104         0.63         59,643         8           Total interest-bearing deposits         788,535         266         0.13         781,435         245         0.13         735,486         21           Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings         207,634         569         1.09         215,852         626         1.17         257,323         55           Trading account liabilities         73,452         244         1.32         73,773         242         1.32         77,443         34           Long-term debt         227,269         1,330         2.33         233,061         1,343         2.31         240,520         1,34           Noninterest-bearing deposits </td <td>0.08</td> <td>133</td> <td></td> <td>675,843</td> <td>0.08</td> <td>0</td> <td>141</td> <td></td> <td>715,347</td> <td>0.08</td> <td>151</td> <td></td> <td>510</td> <td>723,510</td> <td></td> <td>Total U.S. interest-bearing deposits</td>   | 0.08   | 133        |        | 675,843      | 0.08  | 0 | 141        |       | 715,347   | 0.08        | 151       |       | 510   | 723,510   |      | Total U.S. interest-bearing deposits            |
| Governments and official institutions         1,391         3         0.61         1,542         2         0.66         1,654           Time, savings and other         59,340         103         0.70         60,311         92         0.61         53,793         7           Total non-U.S. interest-bearing deposits         65,025         115         0.71         66,088         104         0.63         59,643         8           Total interest-bearing deposits         788,535         266         0.13         781,435         245         0.13         735,486         21           Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings         207,634         569         1.09         215,852         626         1.17         257,323         56           Trading account liabilities         73,452         244         1.32         73,773         242         1.32         77,443         34           Long-term debt         227,269         1,330         2.33         233,061         1,343         2.31         240,520         1,34           Total interest-bearing liabilities (1)         1,296,890         2,409         0.74         1,304,121         2,456         0.76         1,310,772         2,45 <tr< td=""><td>Ī</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>Non-U.S. interest-bearing deposits:</td></tr<>  | Ī  |            |        |              |       |   |            |       |           |             |           |       |       |           |      | Non-U.S. interest-bearing deposits:             |
| Time, savings and other 59,340 103 0.70 60,311 92 0.61 53,793 77  Total non-U.S. interest-bearing deposits 65,025 115 0.71 66,088 104 0.63 59,643 8  Total interest-bearing deposits 788,535 266 0.13 781,435 245 0.13 735,486 21  Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 207,634 569 1.09 215,852 626 1.17 257,323 59  Trading account liabilities 73,452 244 1.32 73,773 242 1.32 77,443 34  Long-term debt 227,269 1,330 2.33 233,061 1,343 2.31 240,520 1,34  Total interest-bearing liabilities (1) 1,296,890 2,409 0.74 1,304,121 2,456 0.76 1,310,772 2,45  Noninterest-bearing deposits 438,651 431,856 423,745  Other liabilities 185,050 186,910 180,615  | 0.71   | 7          |        | 4,196        | 0.98  | 0 | 10         |       | 4,235     | 0.87        | 9         |       | 94    | 4,294     |      | Banks located in non-U.S. countries             |
| Total non-U.S. interest-bearing deposits 65,025 115 0.71 66,088 104 0.63 59,643 88  Total interest-bearing deposits 788,535 266 0.13 781,435 245 0.13 735,486 21  Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 207,634 569 1.09 215,852 626 1.17 257,323 559  Trading account liabilities 73,452 244 1.32 73,773 242 1.32 77,443 344  Long-term debt 227,269 1,330 2.33 233,061 1,343 2.31 240,520 1,344  Total interest-bearing liabilities 1,296,890 2,409 0.74 1,304,121 2,456 0.76 1,310,772 2,459  Noninterest-bearing deposits 438,651 431,856 423,745  Other liabilities 185,050 186,910 180,615   | 0.33   | 1          |        | 1,654        | 0.66  | 0 | 2          |       | 1,542     | 0.61        | 3         |       | 91    | 1,391     |      | Governments and official institutions           |
| Total interest-bearing deposits 788,535 266 0.13 781,435 245 0.13 735,486 21  Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 207,634 569 1.09 215,852 626 1.17 257,323 559  Trading account liabilities 73,452 244 1.32 73,773 242 1.32 77,443 344  Long-term debt 227,269 1,330 2.33 233,061 1,343 2.31 240,520 1,344  Total interest-bearing liabilities (1) 1,296,890 2,409 0.74 1,304,121 2,456 0.76 1,310,772 2,459  Noninterest-bearing deposits 438,651 431,856 423,745  Other liabilities 185,050 186,910 180,615   | 0.53   | 73         |        | 53,793       | 0.61  | 0 | 92         |       | 60,311    | 0.70        | 103       |       | 340   | 59,340    |      | Time, savings and other                         |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings  207,634  569  1.09  215,852  626  1.17  257,323  59  Trading account liabilities  73,452  244  1.32  73,773  242  1.32  77,443  34  Long-term debt  227,269  1,330  2.33  233,061  1,343  2.31  240,520  1,340  Total interest-bearing liabilities  1,296,890  2,409  0.74  1,304,121  2,456  0.76  1,310,772  2,459  Noninterest-bearing sources:  Noninterest-bearing deposits  438,651  431,856  423,745  Other liabilities  185,050  186,910  180,615   | 0.54   | 81         |        | 59,643       | 0.63  | 0 | 104        |       | 66,088    | 0.71        | 115       |       | )25   | 65,025    |      | Total non-U.S. interest-bearing deposits        |
| agreements to repurchase and short-term borrowings         207,634         569         1.09         215,852         626         1.17         257,323         59           Trading account liabilities         73,452         244         1.32         73,773         242         1.32         77,443         34           Long-term debt         227,269         1,330         2.33         233,061         1,343         2.31         240,520         1,34           Total interest-bearing liabilities (1)         1,296,890         2,409         0.74         1,304,121         2,456         0.76         1,310,772         2,45           Noninterest-bearing sources:         Noninterest-bearing deposits         438,651         431,856         423,745           Other liabilities         185,050         186,910         180,615  | 0.12   | 214        |        | 735,486      | 0.13  | 0 | 245        |       | 781,435   | 0.13        | 266       |       | 35    | 788,535   |      | Total interest-bearing deposits                 |
| Long-term debt         227,269         1,330         2.33         233,061         1,343         2.31         240,520         1,34           Total interest-bearing liabilities (1)         1,296,890         2,409         0.74         1,304,121         2,456         0.76         1,310,772         2,456           Noninterest-bearing sources:         Noninterest-bearing deposits         438,651         431,856         423,745           Other liabilities         185,050         186,910         180,615   | 0.92   | 597        |        | 257,323      | 1.17  | 1 | 626        |       | 215,852   | 1.09        | 569       |       | 34    | 207,634   |      |   |
| Total interest-bearing liabilities (1)         1,296,890         2,409         0.74         1,304,121         2,456         0.76         1,310,772         2,456           Noninterest-bearing sources:         Noninterest-bearing deposits         438,651         431,856         423,745           Other liabilities         185,050         186,910         180,615   | 1.75   | 342        |        | 77,443       | 1.32  | 1 | 242        |       | 73,773    | 1.32        | 244       |       | 152   | 73,452    |      | Trading account liabilities                     |
| Noninterest-bearing sources:         438,651         431,856         423,745           Other liabilities         185,050         186,910         180,615   | 2.22   | 1,343      |        | 240,520      | 2.31  | 2 | 1,343      |       | 233,061   | 2.33        | 1,330     |       | 269   | 227,269   |      | Long-term debt                                  |
| Noninterest-bearing deposits         438,651         431,856         423,745           Other liabilities         185,050         186,910         180,615   | 0.76   | 2,496      |        | 1,310,772    | 0.76  | 0 | 2,456      |       | 1,304,121 | 0.74        | 2,409     |       | 890   | 1,296,890 | 1    | Total interest-bearing liabilities (1)          |
| Other liabilities 185,050 186,910 180,615  |  |            |        |              |       |   |            |       |           |             |           |       |       |           |      | Noninterest-bearing sources:                    |
|  |  |            |        | 423,745      |       |   |            |       | 431,856   |             |           |       | 51    | 438,651   |      | Noninterest-bearing deposits                    |
|  |  |            |        | 180,615      |       |   |            |       | 186,910   |             |           |       | 50    | 185,050   |      | Other liabilities                               |
| Shareholders' equity <b>268,899</b> 265,354 253,798  |  |            |        | 253,798      |       |   |            |       | 265,354   |             |           |       | 899   | 268,899   |      | Shareholders' equity                            |
| Total liabilities and shareholders' equity         \$ 2,189,490         \$ 2,188,241         \$ 2,168,930  |  |            |        | \$ 2,168,930 |       |   |            |       | 2,188,241 | \$          |           |       | 190   | 2,189,490 | \$ 2 | Total liabilities and shareholders' equity      |
| Net interest spread 1.99% 1.99%  | 1.97%  |            |        |              | 1.99% | 1 |            |       |           | 1.99%       |           |       |       |           |      | Net interest spread                             |
| Impact of noninterest-bearing sources <b>0.24</b> 0.24   | 0.22   |            |        |              | 0.24  | 0 |            |       |           | 0.24        |           |       |       |           | _    | Impact of noninterest-bearing sources           |
| Net interest income/yield on earning assets         \$ 10,429         2.23%         \$ 10,341         2.23%         \$ 10,12   | 2.19%  | 10,127     | \$     |              | 2.23% | 2 | 10,341     | \$    |           | 2.23%       | 10,429    | \$    |       |           |      | Net interest income/yield on earning assets     |

<sup>(1)</sup> The impact of interest rate risk management derivatives on interest expense is presented below. Interest expense includes the impact of interest rate risk management contracts, which increased (decreased) interest expense on:

|   | Third Quarter 2016 | Second Quarter 2016 | Third Quarter 2015 |
|---|--------------------|---------------------|--------------------|
| NOW and money market deposit accounts   | <u> </u>           | \$ (1)              | \$ <u> </u>        |
| Consumer CDs and IRAs   | 6                  | 5                   | 5                  |
| Negotiable CDs, public funds and other deposits   | 3                  | 4                   | 3                  |
| Banks located in non-U.S. countries   | 4                  | 3                   | 2                  |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings | 95                 | 149                 | 232                |
| Long-term debt  | (668)              | (770)               | (832)              |
| Net hedge income on liabilities   | \$ (560)           | \$ (610)            | \$ (590)           |

### Year-to-Date Average Balances and Interest Rates – Fully Taxable-equivalent Basis

| (Dollars in millions)  |                    | N: 1                           | M 4b F         | J. J. C t 1        | 20                             |                |
|--|--------------------|--------------------------------|----------------|--------------------|--------------------------------|----------------|
|  |                    | 2016                           | viontns End    | ded September 3    | 2015                           |                |
|  | Average<br>Balance | Interest<br>Income/<br>Expense | Yield/<br>Rate | Average<br>Balance | Interest<br>Income/<br>Expense | Yield/<br>Rate |
| Earning assets   |                    |                                |                |                    |                                |                |
| Interest-bearing deposits with the Federal Reserve, non-<br>U.S. central banks and other banks | \$ 135,910         | \$ 460                         | 0.45%          | \$ 132,445         | \$ 261                         | 0.26%          |
| Time deposits placed and other short-term investments  | 8,784              | 101                            | 1.54           | 9,366              | 105                            | 1.50           |
| Federal funds sold and securities borrowed or purchased under agreements to resell             | 215,476            | 803                            | 0.50           | 212,781            | 774                            | 0.49           |
| Trading account assets   | 130,785            | 3,432                          | 3.50           | 138,861            | 3,406                          | 3.28           |
| Debt securities  | 414,115            | 6,990                          | 2.27           | 387,988            | 6,763                          | 2.34           |
| Loans and leases (1):  |                    |                                |                |                    |                                |                |
| Residential mortgage   | 187,325            | 4,867                          | 3.46           | 205,315            | 5,323                          | 3.46           |
| Home equity  | 73,015             | 2,095                          | 3.83           | 82,404             | 2,269                          | 3.68           |
| U.S. credit card   | 87,362             | 6,065                          | 9.27           | 88,117             | 6,040                          | 9.17           |
| Non-U.S. credit card   | 9,687              | 734                            | 10.12          | 10,087             | 793                            | 10.51          |
| Direct/Indirect consumer   | 91,291             | 1,698                          | 2.48           | 83,481             | 1,510                          | 2.42           |
| Other consumer   | 2,240              | 50                             | 2.99           | 1,904              | 45                             | 3.14           |
| Total consumer   | 450,920            | 15,509                         | 4.59           | 471,308            | 15,980                         | 4.53           |
| U.S. commercial  | 274,669            | 5,982                          | 2.91           | 243,849            | 5,093                          | 2.79           |
| Commercial real estate   | 57,550             | 1,320                          | 3.06           | 50,792             | 1,113                          | 2.93           |
| Commercial lease financing   | 21,049             | 482                            | 3.05           | 19,592             | 473                            | 3.22           |
| Non-U.S. commercial  | 93,572             | 1,748                          | 2.50           | 88,089             | 1,478                          | 2.24           |
| Total commercial   | 446,840            | 9,532                          | 2.85           | 402,322            | 8,157                          | 2.71           |
| Total loans and leases (2)   | 897,760            | 25,041                         | 3.72           | 873,630            | 24,137                         | 3.69           |
| Other earning assets   | 58,189             | 2,031                          | 4.66           | 62,366             | 2,142                          | 4.59           |
| Total earning assets (3)   | 1,861,019          | 38,858                         | 2.79           | 1,817,437          | 37,588                         | 2.76           |
| Cash and due from banks  | 28,041             |                                |                | 28,726             |                                |                |
| Other assets, less allowance for loan and lease losses   | 294,845            |                                |                | 307,190            |                                |                |
| Total assets   | \$ 2,183,905       |                                |                | \$ 2,153,353       |                                |                |

Nonperforming loans are included in the respective average loan balances. Income on these nonperforming loans is generally recognized on a cost recovery basis. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the estimated life of the loan.

<sup>(</sup>decreased) interest income on:

|  | 2016 |       | 2015 |      |
|--|------|-------|------|------|
| Federal funds sold and securities borrowed or purchased under agreements to resell | \$   | 17    | \$   | 45   |
| Debt securities  |      | (131) |      | (22) |
| U.S. commercial loans and leases   |      | (41)  |      | (50) |
| Net hedge expense on assets  | \$   | (155) | \$   | (27) |

Beginning in the first quarter of 2016, the Corporation classifies operating leases in other assets on the Consolidated Balance Sheet. For the nine months ended September 30, 2015, \$5.3 billion of operating leases were reclassified from loans and leases to other assets to conform to this presentation. Additionally, amounts related to these leases were reclassified from net interest income to other income and other general operating expenses on the Consolidated Statement of Income.

(3) The impact of interest rate risk management derivatives on interest income is presented below. Interest income includes the impact of interest rate risk management contracts, which increased

### Year-to-Date Average Balances and Interest Rates – Fully Taxable-equivalent Basis (continued)

(Dollars in millions) **Nine Months Ended September 30** 2016 2015 Interest Interest Average Income/ Yield/ Average Income/ Yield/ Balance Rate Balance Rate Expense Expense Interest-bearing liabilities U.S. interest-bearing deposits: Savings \$ 49,281 \$ 4 0.01% 46,634 6 0.02% NOW and money market deposit accounts 584,896 216 537,974 0.05 205 0.05 Consumer CDs and IRAs 48,920 101 0.28 55,883 125 0.30 Negotiable CDs, public funds and other deposits 32,212 107 0.45 29,784 70 0.32 Total U.S. interest-bearing deposits 715,309 428 0.08 670,275 406 0.08 Non-U.S. interest-bearing deposits: 4,218 28 0.90 Banks located in non-U.S. countries 4,633 24 0.70 1,468 7 Governments and official institutions 0.60 1,426 3 0.31 58,866 Time, savings and other 273 0.62 54,364 217 0.53 64,552 308 60,423 244 Total non-U.S. interest-bearing deposits 0.64 0.54 730,698 Total interest-bearing deposits 779,861 736 650 0.13 0.12 Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings 215,131 1,808 1.12 251,231 1,868 0.99 73,176 778 1.42 77,996 1,071 Trading account liabilities 1.84 Long-term debt 231,313 4,066 2.35 240,960 4,063 2.25 Total interest-bearing liabilities (1) 1,299,481 7,388 0.76 1,300,885 7,652 0.79 Noninterest-bearing sources: Noninterest-bearing deposits 433,168 414.988 Other liabilities 186,349 187,215 Shareholders' equity 264,907 250,265 Total liabilities and shareholders' equity \$ 2,183,905 \$ 2,153,353 2.03% 1 97% Net interest spread Impact of noninterest-bearing sources 0.23 0.23 Net interest income/yield on earning assets 31,470 2.26% 29,936 2.20%

<sup>(1)</sup> The impact of interest rate risk management derivatives on interest expense is presented below. Interest expense includes the impact of interest rate risk management contracts, which increased (decreased) interest expense on:

|   | 2016       | 2015       |
|---|------------|------------|
| NOW and money market deposit accounts   | \$ (1)     | \$ (1)     |
| Consumer CDs and IRAs   | 17         | 17         |
| Negotiable CDs, public funds and other deposits   | 10         | 10         |
| Banks located in non-U.S. countries   | 8          | 4          |
| Federal funds purchased, securities loaned or sold under agreements to repurchase and short-term borrowings | 406        | 728        |
| Long-term debt  | (2,175)    | (2,439)    |
| Net hedge income on liabilities   | \$ (1,735) | \$ (1,681) |

Certain prior period amounts have been reclassified to conform to current period presentation.

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# Debt Securities and Available-for-Sale Marketable Equity Securities

| (Dollars in millions)  |    |                   |    |                              |        |                               |    |               |
|--|----|-------------------|----|------------------------------|--------|-------------------------------|----|---------------|
|  |    |                   |    | Septembe                     | er 30, |                               |    |               |
|  |    | Amortized<br>Cost |    | Gross<br>Unrealized<br>Gains |        | Gross<br>Unrealized<br>Losses |    | Fair<br>Value |
| Available-for-sale debt securities   | _  |                   | _  |                              |        |                               |    |               |
| Mortgage-backed securities:  |    |                   |    |                              |        |                               |    |               |
| Agency   | \$ | 196,808           | \$ | 4,266                        | \$     | (23)                          | \$ | 201,051       |
| Agency-collateralized mortgage obligations   |    | 8,862             |    | 243                          |        | (24)                          |    | 9,081         |
| Commercial   |    | 12,555            |    | 383                          |        | (2)                           |    | 12,936        |
| Non-agency residential   |    | 1,476             |    | 180                          |        | (38)                          |    | 1,618         |
| Total mortgage-backed securities   |    | 219,701           |    | 5,072                        |        | (87)                          |    | 224,686       |
| U.S. Treasury and agency securities  |    | 44,925            |    | 363                          |        | (4)                           |    | 45,284        |
| Non-U.S. securities  |    | 5,995             |    | 19                           |        | (4)                           |    | 6,010         |
| Other taxable securities, substantially all asset-backed securities                        |    | 9,375             |    | 73                           |        | (32)                          |    | 9,416         |
| Total taxable securities   |    | 279,996           |    | 5,527                        |        | (127)                         |    | 285,396       |
| Tax-exempt securities  |    | 15,917            |    | 97                           |        | (30)                          |    | 15,984        |
| Total available-for-sale debt securities   |    | 295,913           |    | 5,624                        |        | (157)                         |    | 301,380       |
| Other debt securities carried at fair value  |    | 21,222            |    | 114                          |        | (211)                         |    | 21,125        |
| Total debt securities carried at fair value  |    | 317,135           |    | 5,738                        |        | (368)                         |    | 322,505       |
| Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities |    | 112,409           |    | 1,647                        |        | (91)                          |    | 113,965       |
| Total debt securities  | \$ | 429,544           | \$ | 7,385                        | \$     | (459)                         | \$ | 436,470       |
| Available-for-sale marketable equity securities (1)  | \$ | 325               | \$ | 57                           | \$     | (28)                          | \$ | 354           |
|  |    |                   |    | June 30                      | 0 201  | 16                            |    |               |
| Available-for-sale debt securities   | _  |                   |    | vane 3.                      | 0, 20. |                               |    |               |
| Mortgage-backed securities:  |    |                   |    |                              |        |                               |    |               |
| Agency   | \$ | 204,692           | \$ | 4,030                        | \$     | (34)                          | \$ | 208,688       |
| Agency-collateralized mortgage obligations   |    | 9,468             |    | 312                          |        | (20)                          |    | 9,760         |
| Commercial   |    | 11,095            |    | 307                          |        | (5)                           |    | 11,397        |
| Non-agency residential   |    | 1,963             |    | 208                          |        | (68)                          |    | 2,103         |
| Total mortgage-backed securities   |    | 227,218           |    | 4,857                        |        | (127)                         |    | 231,948       |
| U.S. Treasury and agency securities  |    | 25,792            |    | 351                          |        | _                             |    | 26,143        |
| Non-U.S. securities  |    | 6,044             |    | 21                           |        | (7)                           |    | 6,058         |
| Other taxable securities, substantially all asset-backed securities                        |    | 9,793             |    | 26                           |        | (45)                          |    | 9,774         |
| Total taxable securities   |    | 268,847           |    | 5,255                        |        | (179)                         |    | 273,923       |
| Tax-exempt securities  |    | 15,281            |    | 112                          |        | (31)                          |    | 15,362        |
| Total available-for-sale debt securities   |    | 284,128           |    | 5,367                        |        | (210)                         |    | 289,285       |
| Other debt securities carried at fair value  |    | 20,527            |    | 93                           |        | (235)                         |    | 20,385        |
| Total debt securities carried at fair value  |    | 304,655           |    | 5,460                        |        | (445)                         |    | 309,670       |
| Held-to-maturity debt securities, substantially all U.S. agency mortgage-backed securities |    | 102,899           |    | 1,611                        |        | (135)                         |    | 104,375       |
| Total debt securities  | \$ | 407,554           | \$ | 7,071                        | \$     | (580)                         | \$ | 414,045       |
| Available-for-sale marketable equity securities (1)  | \$ | 325               | \$ | 46                           | \$     | (34)                          | \$ | 337           |
|  |    |                   | _  |                              |        |                               | -  |               |

<sup>(1)</sup> Classified in other assets on the Consolidated Balance Sheet.

#### Other Debt Securities Carried at Fair Value

| (Dollars in millions)   | September<br>2016 | r 30  | June 30<br>2016 |
|---|-------------------|-------|-----------------|
| Mortgage-backed securities:   |                   |       |                 |
| Agency-collateralized mortgage obligations                          | \$                | 6     | \$<br>7         |
| Non-agency residential  |                   | 3,193 | 3,244           |
| Total mortgage-backed securities                                    |                   | 3,199 | 3,251           |
| Non-U.S. securities (1)   | 1                 | 7,680 | 16,885          |
| Other taxable securities, substantially all asset-backed securities |                   | 246   | 249             |
| Total   | \$ 2              | 1,125 | \$<br>20,385    |

<sup>(1)</sup> These securities are primarily used to satisfy certain international regulatory liquidity requirements.

# Quarterly Results by Business Segment and All Other

| (Dollars in millions)                              |     |                   |    |                  | Third Qua     | rtor 1  | 2016              |                   |         |               |
|--|-----|-------------------|----|------------------|---------------|---------|-------------------|-------------------|---------|---------------|
|  |     | Fotal<br>poration |    | nsumer<br>anking | <br>GWIM      | (       | Global<br>Banking | Global<br>Markets |         | All<br>Other  |
| Net interest income (FTE basis)                    | \$  | 10,429            | \$ | 5,290            | \$<br>1,394   | \$      | 2,470             | \$                | 1,119   | \$<br>156     |
| Card income  |     | 1,455             |    | 1,218            | 40            |         | 135               |                   | 16      | 46            |
| Service charges                                    |     | 1,952             |    | 1,072            | 18            |         | 780               |                   | 80      | 2             |
| Investment and brokerage services                  |     | 3,160             |    | 68               | 2,584         |         | 20                |                   | 490     | (2)           |
| Investment banking income (loss)                   |     | 1,458             |    | _                | 56            |         | 795               |                   | 645     | (38)          |
| Trading account profits                            |     | 2,141             |    | _                | 62            |         | 56                |                   | 1,934   | 89            |
| Mortgage banking income                            |     | 589               |    | 297              | 1             |         | _                 |                   | _       | 291           |
| Gains on sales of debt securities                  |     | 51                |    | _                | _             |         | _                 |                   | _       | 51            |
| Other income (loss)                                |     | 628               |    | 23               | 224           |         | 492               |                   | 75      | (186)         |
| Total noninterest income                           |     | 11,434            |    | 2,678            | 2,985         |         | 2,278             |                   | 3,240   | 253           |
| Total revenue, net of interest expense (FTE basis) |     | 21,863            |    | 7,968            | 4,379         |         | 4,748             |                   | 4,359   | 409           |
| Provision for credit losses                        |     | 850               |    | 698              | 7             |         | 118               |                   | 19      | 8             |
| Noninterest expense                                |     | 13,481            |    | 4,371            | 3,257         |         | 2,151             |                   | 2,658   | 1,044         |
| Income (loss) before income taxes (FTE basis)      | ·   | 7,532             |    | 2,899            | 1,115         |         | 2,479             |                   | 1,682   | (643)         |
| Income tax expense (benefit) (FTE basis)           |     | 2,577             |    | 1,086            | 418           |         | 926               |                   | 608     | (461)         |
| Net income (loss)                                  | \$  | 4,955             | \$ | 1,813            | \$<br>697     | \$      | 1,553             | \$                | 1,074   | \$<br>(182)   |
| Average  |     |                   |    |                  |               |         |                   |                   |         |               |
| Total loans and leases                             | \$  | 900,594           | \$ | 248,683          | \$<br>143,207 | \$      | 334,363           | \$                | 69,043  | \$<br>105,298 |
| Total assets (1)                                   | 2   | 2,189,490         |    | 674,636          | 288,821       |         | 395,423           |                   | 584,069 | 246,541       |
| Total deposits                                     | 1   | 1,227,186         |    | 605,708          | 253,812       |         | 306,198           |                   | 32,840  | 28,628        |
| Period end   |     |                   |    |                  |               |         |                   |                   |         |               |
| Total loans and leases                             | \$  | 905,008           | \$ | 251,125          | \$<br>144,980 | \$      | 334,120           | \$                | 72,144  | \$<br>102,639 |
| Total assets (1)                                   | 2   | 2,195,314         |    | 687,247          | 289,795       |         | 397,795           |                   | 595,165 | 225,312       |
| Total deposits                                     | 1   | 1,232,895         |    | 618,030          | 252,962       |         | 301,061           |                   | 31,692  | 29,150        |
|  |     |                   |    |                  | Second Qua    | arter 2 | 2016              |                   |         |               |
|  |     | Total             |    | nsumer           |               |         | Global            |                   | Global  | All           |
|  | Cor | norotion          | D  | onkina           | CWIM          | г       | Donking           | N.                | Morkoto | Othor         |

|  |    |                     |    |                    | Second Qua    | arter 2 | 2016              |                   |               |
|--|----|---------------------|----|--------------------|---------------|---------|-------------------|-------------------|---------------|
|  | C  | Total<br>orporation |    | onsumer<br>Banking | GWIM          |         | Global<br>Banking | Global<br>Markets | All<br>Other  |
| Net interest income (FTE basis)                    | \$ | 10,341              | \$ | 5,207              | \$<br>1,403   | \$      | 2,424             | \$<br>1,088       | \$<br>219     |
| Card income  |    | 1,464               | l  | 1,216              | 22            |         | 134               | 37                | 55            |
| Service charges                                    |    | 1,871               |    | 1,011              | 17            |         | 759               | 79                | 5             |
| Investment and brokerage services                  |    | 3,201               |    | 67                 | 2,598         |         | 14                | 525               | (3)           |
| Investment banking income (loss)                   |    | 1,408               |    | _                  | 51            |         | 799               | 603               | (45)          |
| Trading account profits                            |    | 2,018               |    | _                  | 25            |         | 26                | 1,872             | 95            |
| Mortgage banking income                            |    | 312                 |    | 267                | _             |         | _                 | 1                 | 44            |
| Gains on sales of debt securities                  |    | 249                 | l  | _                  | _             |         | _                 | _                 | 249           |
| Other income (loss)                                |    | 645                 |    | 27                 | 309           |         | 538               | 103               | (332)         |
| Total noninterest income                           |    | 11,168              |    | 2,588              | 3,022         |         | 2,270             | 3,220             | 68            |
| Total revenue, net of interest expense (FTE basis) |    | 21,509              |    | 7,795              | 4,425         |         | 4,694             | 4,308             | 287           |
| Provision for credit losses                        |    | 976                 |    | 726                | 14            |         | 199               | (5)               | 42            |
| Noninterest expense                                |    | 13,493              |    | 4,414              | 3,288         |         | 2,126             | 2,581             | 1,084         |
| Income (loss) before income taxes (FTE basis)      |    | 7,040               |    | 2,655              | 1,123         |         | 2,369             | 1,732             | (839)         |
| Income tax expense (benefit) (FTE basis)           |    | 2,257               |    | 978                | 420           |         | 873               | <br>619           | (633)         |
| Net income (loss)                                  | \$ | 4,783               | \$ | 1,677              | \$<br>703     | \$      | 1,496             | \$<br>1,113       | \$<br>(206)   |
| Average  |    |                     |    |                    |               |         |                   |                   |               |
| Total loans and leases                             | \$ | 899,670             | \$ | 242,921            | \$<br>141,181 | \$      | 334,396           | \$<br>69,620      | \$<br>111,552 |
| Total assets (1)                                   |    | 2,188,241           |    | 665,102            | 289,646       |         | 395,997           | 580,701           | 256,795       |
| Total deposits                                     |    | 1,213,291           |    | 596,474            | 254,804       |         | 298,805           | 34,518            | 28,690        |
| Period end   |    |                     |    |                    |               |         |                   |                   |               |
| Total loans and leases                             | \$ | 903,153             | \$ | 247,122            | \$<br>142,633 | \$      | 334,838           | \$<br>70,766      | \$<br>107,794 |
| Total assets (1)                                   |    | 2,186,966           |    | 668,470            | 286,846       |         | 397,566           | 577,428           | 256,656       |
| Total deposits                                     |    | 1,216,091           |    | 599,457            | 250,976       |         | 304,577           | 33,506            | 27,575        |

<sup>(1)</sup> Total assets include asset allocations to match liabilities (i.e., deposits).

# Quarterly Results by Business Segment and All Other (continued)

| (Dollars in millions)                              |               |                    |                     |            |                   |                   |              |  |
|--|---------------|--------------------|---------------------|------------|-------------------|-------------------|--------------|--|
|  |               | Third Quarter 2015 |                     |            |                   |                   |              |  |
|  | Tot<br>Corpor |                    | Consumer<br>Banking | GWIM       | Global<br>Banking | Global<br>Markets | All<br>Other |  |
| Net interest income (FTE basis)                    | \$ 1          | 10,127             | \$ 5,093            | \$ 1,360   | \$ 2,315          | \$ 1,094          | \$ 265       |  |
| Card income  |               | 1,510              | 1,248               | 44         | 132               | 18                | 68           |  |
| Service charges                                    |               | 1,898              | 1,057               | 18         | 746               | 73                | 4            |  |
| Investment and brokerage services                  |               | 3,336              | 69                  | 2,682      | 11                | 574               | _            |  |
| Investment banking income (loss)                   |               | 1,287              | (1)                 | 55         | 752               | 521               | (40          |  |
| Trading account profits                            |               | 1,616              | _                   | 43         | 100               | 1,471             | 2            |  |
| Mortgage banking income                            |               | 407                | 290                 | 2          | _                 | _                 | 115          |  |
| Gains on sales of debt securities                  |               | 437                | _                   | _          | _                 | 1                 | 436          |  |
| Other income (loss)                                |               | 601                | 225                 | 249        | 280               | (2)               | (151         |  |
| Total noninterest income                           | 1             | 11,092             | 2,888               | 3,093      | 2,021             | 2,656             | 434          |  |
| Total revenue, net of interest expense (FTE basis) | 2             | 21,219             | 7,981               | 4,453      | 4,336             | 3,750             | 699          |  |
| Provision for credit losses                        |               | 806                | 523                 | (2)        | 181               | 42                | 62           |  |
| Noninterest expense                                | 1             | 13,939             | 4,711               | 3,470      | 2,161             | 2,697             | 900          |  |
| Income (loss) before income taxes (FTE basis)      |               | 6,474              | 2,747               | 985        | 1,994             | 1,011             | (263         |  |
| Income tax expense (benefit) (FTE basis)           |               | 1,855              | 990                 | 353        | 716               | 211               | (415         |  |
| Net income   | \$            | 4,619              | \$ 1,757            | \$ 632     | \$ 1,278          | \$ 800            | \$ 152       |  |
| Average  |               |                    |                     |            |                   |                   |              |  |
| Total loans and leases                             | \$ 87         | 77,429             | \$ 233,103          | \$ 134,319 | \$ 308,710        | \$ 66,349         | \$ 134,948   |  |
| Total assets (1)                                   | 2,16          | 58,930             | 623,324             | 274,272    | 370,246           | 594,142           | 306,946      |  |
| Total deposits                                     | 1,15          | 59,231             | 555,987             | 243,980    | 296,321           | 36,818            | 26,125       |  |
| Period end   |               |                    |                     |            |                   |                   |              |  |
| Total loans and leases                             | \$ 88         | 32,076             | \$ 234,995          | \$ 135,805 | \$ 313,596        | \$ 70,159         | \$ 127,521   |  |
| Total assets (1)                                   | 2,15          | 52,962             | 625,158             | 279,237    | 376,379           | 576,461           | 295,727      |  |
| Total deposits                                     | 1,16          | 62,009             | 557,626             | 246,172    | 297,644           | 35,943            | 24,624       |  |
|  |               | _                  |                     |            |                   |                   |              |  |

<sup>(1)</sup> Total assets include asset allocations to match liabilities (i.e., deposits).

# Year-to-Date Results by Business Segment and All Other

| (Dollars in millions)                              | Nine Months Ended September 30, 2016 |                     |    |                   |        |            |       |                   |    |                   |    |              |
|--|--------------------------------------|---------------------|----|-------------------|--------|------------|-------|-------------------|----|-------------------|----|--------------|
|  |                                      | Total<br>orporation |    | onsumer<br>anking |        | GWIM       |       | Global<br>Sanking |    | Global<br>Markets |    | All<br>Other |
| Net interest income (FTE basis)                    | \$                                   | 31,470              | \$ | 15,825            | \$     | 4,310      | \$    | 7,439             | \$ | 3,391             | \$ | 505          |
| Card income  |                                      | 4,349               |    | 3,645             |        | 111        |       | 386               |    | 62                |    | 145          |
| Service charges                                    |                                      | 5,660               |    | 3,080             |        | 55         |       | 2,284             |    | 231               |    | 10           |
| Investment and brokerage services                  |                                      | 9,543               |    | 205               |        | 7,718      |       | 50                |    | 1,583             |    | (13          |
| Investment banking income (loss)                   |                                      | 4,019               |    | 1                 |        | 180        |       | 2,230             |    | 1,742             |    | (134         |
| Trading account profits                            |                                      | 5,821               |    | _                 |        | 123        |       | 80                |    | 5,401             |    | 217          |
| Mortgage banking income                            |                                      | 1,334               |    | 754               |        | 2          |       | _                 |    | 1                 |    | 577          |
| Gains on sales of debt securities                  |                                      | 490                 |    | _                 |        | _          |       | _                 |    | _                 |    | 490          |
| Other income (loss)                                |                                      | 1,691               |    | 110               |        | 774        |       | 1,427             |    | 207               |    | (827         |
| Total noninterest income                           |                                      | 32,907              |    | 7,795             |        | 8,963      |       | 6,457             |    | 9,227             |    | 465          |
| Total revenue, net of interest expense (FTE basis) |                                      | 64,377              |    | 23,620            |        | 13,273     |       | 13,896            |    | 12,618            |    | 970          |
| Provision for credit losses                        |                                      | 2,823               |    | 1,955             |        | 46         |       | 870               |    | 23                |    | (71          |
| Noninterest expense                                |                                      | 41,790              |    | 13,324            |        | 9,822      |       | 6,449             |    | 7,690             |    | 4,505        |
| Income (loss) before income taxes (FTE basis)      |                                      | 19,764              |    | 8,341             |        | 3,405      |       | 6,577             |    | 4,905             |    | (3,464       |
| Income tax expense (benefit) (FTE basis)           |                                      | 6,554               |    | 3,088             |        | 1,267      |       | 2,435             |    | 1,746             |    | (1,982       |
| Net income (loss)                                  | \$                                   | 13,210              | \$ | 5,253             | \$     | 2,138      | \$    | 4,142             | \$ | 3,159             | \$ | (1,482       |
| Average  |                                      |                     |    |                   |        |            |       |                   |    |                   |    |              |
| Total loans and leases                             | \$                                   | 897,760             | \$ | 243,191           | \$     | 141,169    | \$    | 332,474           | \$ | 69,315            | \$ | 111,611      |
| Total assets (1)                                   |                                      | 2,183,905           |    | 662,133           |        | 291,383    |       | 394,402           |    | 582,006           |    | 253,981      |
| Total deposits                                     |                                      | 1,213,029           |    | 593,504           |        | 256,356    |       | 300,732           |    | 34,409            |    | 28,028       |
| Period end   |                                      |                     |    |                   |        |            |       |                   |    |                   |    |              |
| Total loans and leases                             | \$                                   | 905,008             | \$ | 251,125           | \$     | 144,980    | \$    | 334,120           | \$ | 72,144            | \$ | 102,639      |
| Total assets (1)                                   |                                      | 2,195,314           |    | 687,247           |        | 289,795    |       | 397,795           |    | 595,165           |    | 225,312      |
| Total deposits                                     |                                      | 1,232,895           |    | 618,030           |        | 252,962    |       | 301,061           |    | 31,692            |    | 29,150       |
|  |                                      |                     |    | Nir               | ne Moi | nths Ended | Septe | mber 30, 20       | 15 |                   |    |              |
|  | _                                    | Total               | Co | onsumer           |        |            | (     | Global            |    | Global            |    | All          |
|  | C                                    | orporation          | В  | anking            |        | GWIM       | E     | Banking           |    | Markets           |    | Other        |
| Net interest income (FTE basis)                    | \$                                   | 29,936              | \$ | 15,199            | \$     | 4,081      | \$    | 6,788             | \$ | 3,059             | \$ | 809          |
| Card income  |                                      | 4,381               | l  | 3.623             |        | 134        |       | 360               |    | 63                |    | 201          |

|  |    | Nine Months Ended September 30, 2015 |    |                    |    |         |    |                   |    |                   |    |              |
|--|----|--------------------------------------|----|--------------------|----|---------|----|-------------------|----|-------------------|----|--------------|
|  | -  | Total<br>orporation                  |    | onsumer<br>Banking |    | GWIM    |    | Global<br>Banking |    | Global<br>Markets |    | All<br>Other |
| Net interest income (FTE basis)                    | \$ | 29,936                               | \$ | 15,199             | \$ | 4,081   | \$ | 6,788             | \$ | 3,059             | \$ | 809          |
| Card income  |    | 4,381                                |    | 3,623              |    | 134     |    | 360               |    | 63                |    | 201          |
| Service charges                                    |    | 5,519                                |    | 3,056              |    | 55      |    | 2,184             |    | 211               |    | 13           |
| Investment and brokerage services                  |    | 10,101                               |    | 203                |    | 8,154   |    | 43                |    | 1,703             |    | (2)          |
| Investment banking income (loss)                   |    | 4,300                                |    | (1)                |    | 211     |    | 2,381             |    | 1,869             |    | (160)        |
| Trading account profits (losses)                   |    | 5,510                                |    | _                  |    | 151     |    | 182               |    | 5,312             |    | (135)        |
| Mortgage banking income                            |    | 2,102                                |    | 1,117              |    | 7       |    | _                 |    | _                 |    | 978          |
| Gains on sales of debt securities                  |    | 886                                  |    | 1                  |    | _       |    | _                 |    | 10                |    | 875          |
| Other income (loss)                                |    | 1,312                                |    | 315                |    | 763     |    | 1,122             |    | (331)             |    | (557)        |
| Total noninterest income                           |    | 34,111                               |    | 8,314              |    | 9,475   |    | 6,272             |    | 8,837             |    | 1,213        |
| Total revenue, net of interest expense (FTE basis) |    | 64,047                               |    | 23,513             |    | 13,556  |    | 13,060            |    | 11,896            |    | 2,022        |
| Provision for credit losses                        |    | 2,351                                |    | 1,662              |    | 36      |    | 454               |    | 69                |    | 130          |
| Noninterest expense                                |    | 43,724                               |    | 14,079             |    | 10,446  |    | 6,396             |    | 8,606             |    | 4,197        |
| Income (loss) before income taxes (FTE basis)      |    | 17,972                               |    | 7,772              |    | 3,074   |    | 6,210             |    | 3,221             |    | (2,305)      |
| Income tax expense (benefit) (FTE basis)           |    | 5,420                                |    | 2,859              |    | 1,130   |    | 2,286             |    | 968               |    | (1,823)      |
| Net income (loss)                                  | \$ | 12,552                               | \$ | 4,913              | \$ | 1,944   | \$ | 3,924             | \$ | 2,253             | \$ | (482)        |
| Average  |    |                                      |    |                    |    |         |    |                   |    |                   |    |              |
| Total loans and leases                             | \$ | 873,630                              | \$ | 231,399            | \$ | 130,975 | \$ | 298,923           | \$ | 61,625            | \$ | 150,708      |
| Total assets (1)                                   |    | 2,153,353                            |    | 616,559            |    | 272,790 |    | 364,659           |    | 596,568           |    | 302,777      |
| Total deposits                                     |    | 1,145,686                            |    | 549,213            |    | 242,507 |    | 290,327           |    | 38,376            |    | 25,263       |
| Period end   |    |                                      |    |                    |    |         |    |                   |    |                   |    |              |
| Total loans and leases                             | \$ | 882,076                              | \$ | 234,995            | \$ | 135,805 | \$ | 313,596           | \$ | 70,159            | \$ | 127,521      |
| Total assets (1)                                   |    | 2,152,962                            |    | 625,158            |    | 279,237 |    | 376,379           |    | 576,461           |    | 295,727      |
| Total deposits                                     |    | 1,162,009                            |    | 557,626            |    | 246,172 |    | 297,644           |    | 35,943            |    | 24,624       |
|  |    |                                      |    |                    |    |         |    |                   |    |                   |    |              |

<sup>(1)</sup> Total assets include asset allocations to match liabilities (i.e., deposits).

# Bank of America Corporation and Subsidiaries Supplemental Financial Data

(Dollars in millions)

#### Fully taxable-equivalent (FTE) basis data (1)

|  | Nine Months Ended<br>September 30 |    | Third Second Quarter Quarter |    |        |    | First<br>Quarter | Fourth<br>Quarter | Third<br>Quarter |              |
|--|-----------------------------------|----|------------------------------|----|--------|----|------------------|-------------------|------------------|--------------|
|  | 2016                              |    | 2015                         |    | 2016   |    | 2016             | 2016              | 2015             | 2015         |
| Net interest income                    | \$<br>31,470                      | \$ | 29,936                       | \$ | 10,429 | \$ | 10,341           | \$<br>10,700      | \$<br>9,911      | \$<br>10,127 |
| Total revenue, net of interest expense | 64,377                            |    | 64,047                       |    | 21,863 |    | 21,509           | 21,005            | 19,807           | 21,219       |
| Net interest yield                     | 2.26%                             |    | 2.20%                        |    | 2.23%  |    | 2.23%            | 2.33%             | 2.14%            | 2.19%        |
| Efficiency ratio                       | 64.91                             |    | 68.27                        |    | 61.66  |    | 62.73            | 70.54             | 70.73            | 65.70        |

<sup>(1)</sup> FTE basis is a non-GAAP financial measure. FTE basis is a performance measure used by management in operating the business that management believes provides investors with a more accurate picture of the interest margin for comparative purposes. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. (See Exhibit A: Non-GAAP Reconciliations - Reconciliations to GAAP Financial Measures on pages 42-43.)

# **Bank of America Corporation and Subsidiaries Consumer Banking Segment Results**

| (Dollars in millions)                              |            |                       |                  |                   |                  |                   |                  |
|--|------------|-----------------------|------------------|-------------------|------------------|-------------------|------------------|
|  | Septer     | nths Ended<br>mber 30 | Third<br>Quarter | Second<br>Quarter | First<br>Quarter | Fourth<br>Quarter | Third<br>Quarter |
|  | 2016       | 2015                  | 2016             | 2016              | 2016             | 2015              | 2015             |
| Net interest income (FTE basis)                    | \$ 15,825  | \$ 15,199             | \$ 5,290         | \$ 5,207          | \$ 5,328         | \$ 5,229          | \$ 5,093         |
| Noninterest income:                                |            |                       |                  |                   |                  |                   |                  |
| Card income  | 3,645      | 3,623                 | 1,218            | 1,216             | 1,211            | 1,314             | 1,248            |
| Service charges                                    | 3,080      | 3,056                 | 1,072            | 1,011             | 997              | 1,045             | 1,057            |
| Mortgage banking income                            | 754        | 1,117                 | 297              | 267               | 190              | 215               | 290              |
| All other income                                   | 316        | 518                   | 91               | 94                | 131              | 209               | 293              |
| Total noninterest income                           | 7,795      | 8,314                 | 2,678            | 2,588             | 2,529            | 2,783             | 2,888            |
| Total revenue, net of interest expense (FTE basis) | 23,620     | 23,513                | 7,968            | 7,795             | 7,857            | 8,012             | 7,981            |
| Provision for credit losses                        | 1,955      | 1,662                 | 698              | 726               | 531              | 684               | 523              |
| Noninterest expense                                | 13,324     | 14,079                | 4,371            | 4,414             | 4,539            | 4,637             | 4,711            |
| Income before income taxes (FTE basis)             | 8,341      | 7,772                 | 2,899            | 2,655             | 2,787            | 2,691             | 2,747            |
| Income tax expense (FTE basis)                     | 3,088      | 2,859                 | 1,086            | 978               | 1,024            | 955               | 990              |
| Net income   | \$ 5,253   | \$ 4,913              | \$ 1,813         | \$ 1,677          | \$ 1,763         | \$ 1,736          | \$ 1,757         |
| Net interest yield (FTE basis)                     | 3.39%      | 3.53%                 | 3.30%            | 3.34%             | 3.53%            | 3.51%             | 3.46%            |
| Return on average allocated capital (1)            | 21         | 20                    | 21               | 20                | 21               | 21                | 21               |
| Efficiency ratio (FTE basis)                       | 56.41      | 59.88                 | 54.86            | 56.63             | 57.77            | 57.88             | 59.02            |
| Balance Sheet                                      |            |                       |                  |                   |                  |                   |                  |
| Average  |            |                       |                  |                   |                  |                   |                  |
| Total loans and leases                             | \$ 243,191 | \$ 231,399            | \$ 248,683       | \$ 242,921        | \$ 237,908       | \$ 235,498        | \$ 233,103       |
| Total earning assets (2)                           | 623,840    | 576,309               | 636,838          | 627,231           | 607,308          | 591,330           | 583,368          |
| Total assets (2)                                   | 662,133    | 616,559               | 674,636          | 665,102           | 646,523          | 630,973           | 623,324          |
| Total deposits                                     | 593,504    | 549,213               | 605,708          | 596,474           | 578,196          | 563,745           | 555,987          |
| Allocated capital (1)                              | 34,000     | 33,000                | 34,000           | 34,000            | 34,000           | 33,000            | 33,000           |
| Period end   |            |                       |                  |                   |                  |                   |                  |
| Total loans and leases                             | \$ 251,125 | \$ 234,995            | \$ 251,125       | \$ 247,122        | \$ 240,591       | \$ 238,851        | \$ 234,995       |
| Total earning assets (2)                           | 648,978    | 584,995               | 648,978          | 630,454           | 626,941          | 605,012           | 584,995          |
| Total assets (2)                                   | 687,247    | 625,158               | 687,247          | 668,470           | 666,298          | 645,427           | 625,158          |
| Total deposits                                     | 618,030    | 557,626               | 618,030          | 599,457           | 597,800          | 577,832           | 557,626          |

Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital.

Other companies may define or calculate these measures differently.

Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

# **Consumer Banking Year-to-Date Results**

| (Dollars in millions)                              |          |                          |         |                 |         |                   |
|--|----------|--------------------------|---------|-----------------|---------|-------------------|
|  |          | Nine Mo                  | nths En | ded September 3 | 0, 2016 |                   |
|  | Т        | otal Consumer<br>Banking |         | Deposits        |         | onsumer<br>ending |
| Net interest income (FTE basis)                    | \$       | 15,825                   | \$      | 7,940           | \$      | 7,885             |
| Noninterest income:                                |          |                          |         |                 |         |                   |
| Card income  |          | 3,645                    |         | 7               |         | 3,638             |
| Service charges                                    |          | 3,080                    |         | 3,079           |         | 1                 |
| Mortgage banking income                            |          | 754                      |         | _               |         | 754               |
| All other income                                   |          | 316                      |         | 312             |         | 4                 |
| Total noninterest income                           |          | 7,795                    |         | 3,398           |         | 4,397             |
| Total revenue, net of interest expense (FTE basis) |          | 23,620                   |         | 11,338          |         | 12,282            |
| Provision for credit losses                        |          | 1,955                    |         | 132             |         | 1,823             |
| Noninterest expense                                |          | 13,324                   |         | 7,227           |         | 6,097             |
| Income before income taxes (FTE basis)             |          | 8,341                    |         | 3,979           |         | 4,362             |
| Income tax expense (FTE basis)                     |          | 3,088                    |         | 1,473           |         | 1,615             |
| Net income   | <u>s</u> | 5,253                    | \$      | 2,506           | \$      | 2,747             |
| Net interest yield (FTE basis)                     |          | 3.39%                    |         | 1.79%           |         | 4.39%             |
| Return on average allocated capital (1)            |          | 21                       | l       | 28              |         | 17                |
| Efficiency ratio (FTE basis)                       |          | 56.41                    |         | 63.74           |         | 49.64             |
| Balance Sheet                                      |          |                          |         |                 |         |                   |
| Average  |          |                          |         |                 |         |                   |
| Total loans and leases                             | S        | 243,191                  | \$      | 4,787           | \$      | 238,404           |
| Total earning assets (2)                           |          | 623,840                  |         | 591,913         |         | 239,870           |
| Total assets (2)                                   |          | 662,133                  |         | 618,466         |         | 251,610           |
| Total deposits                                     |          | 593,504                  |         | 586,334         |         | 7,170             |
| Allocated capital (1)                              |          | 34,000                   |         | 12,000          |         | 22,000            |
| Period end   |          |                          |         |                 |         |                   |
| Total loans and leases                             | s        | 251,125                  | \$      | 4,810           | \$      | 246,315           |
| Total earning assets (2)                           |          | 648,978                  |         | 616,853         |         | 248,233           |
| Total assets (2)                                   |          | 687,247                  |         | 643,025         |         | 260,330           |
| Total deposits                                     |          | 618,030                  |         | 610,752         |         | 7,278             |

|  |    | Nine M                  | onths Enc | led September 30 | ), 2015 |                    |
|--|----|-------------------------|-----------|------------------|---------|--------------------|
|  | To | tal Consumer<br>Banking | ]         | Deposits         |         | onsumer<br>Lending |
| Net interest income (FTE basis)                    | \$ | 15,199                  | \$        | 7,083            | \$      | 8,116              |
| Noninterest income:                                |    |                         |           |                  |         |                    |
| Card income  |    | 3,623                   |           | 8                |         | 3,615              |
| Service charges                                    |    | 3,056                   |           | 3,055            |         | 1                  |
| Mortgage banking income                            |    | 1,117                   |           | _                |         | 1,117              |
| All other income                                   |    | 518                     |           | 355              |         | 163                |
| Total noninterest income                           |    | 8,314                   |           | 3,418            |         | 4,896              |
| Total revenue, net of interest expense (FTE basis) |    | 23,513                  |           | 10,501           |         | 13,012             |
| Provision for credit losses                        |    | 1,662                   |           | 145              |         | 1,517              |
| Noninterest expense                                |    | 14,079                  |           | 7,354            |         | 6,725              |
| Income before income taxes (FTE basis)             |    | 7,772                   |           | 3,002            |         | 4,770              |
| Income tax expense (FTE basis)                     |    | 2,859                   |           | 1,103            |         | 1,756              |
| Net income   | \$ | 4,913                   | \$        | 1,899            | \$      | 3,014              |
| Net interest yield (FTE basis)                     |    | 3.53 %                  |           | 1.74%            |         | 4.74 %             |
| Return on average allocated capital (1)            |    | 20                      |           | 21               |         | 19                 |
| Efficiency ratio (FTE basis)                       |    | 59.88                   |           | 70.02            |         | 51.69              |
| Balance Sheet                                      |    |                         |           |                  |         |                    |
| Average  |    |                         |           |                  |         |                    |
| Total loans and leases                             | \$ | 231,399                 | \$        | 4,733            | \$      | 226,666            |
| Total earning assets (2)                           |    | 576,309                 |           | 545,708          |         | 228,681            |
| Total assets (2)                                   |    | 616,559                 |           | 572,723          |         | 241,916            |
| Total deposits                                     |    | 549,213                 |           | 540,850          |         | 8,363              |
| Allocated capital (1)                              |    | 33,000                  |           | 12,000           |         | 21,000             |
| Period end   |    |                         |           |                  |         |                    |
| Total loans and leases                             | \$ | 234,995                 | \$        | 4,644            | \$      | 230,351            |
| Total earning assets (2)                           |    | 584,995                 |           | 555,127          |         | 232,228            |
| Total assets (2)                                   |    | 625,158                 |           | 582,082          |         | 245,436            |
| Total deposits                                     |    | 557,626                 |           | 550,240          |         | 7,386              |

For footnotes see page 21.

# **Bank of America Corporation and Subsidiaries Consumer Banking Quarterly Results**

| (Dollars in millions)                              |           |                           |      |                |                     |
|--|-----------|---------------------------|------|----------------|---------------------|
|  |           |                           | Thir | d Quarter 2016 |                     |
|  | _         | Total Consumer<br>Banking |      | Deposits       | Consumer<br>Lending |
| Net interest income (FTE basis)                    | \$        | 5,290                     | \$   | 2,630          | \$<br>2,660         |
| Noninterest income:                                |           |                           |      |                |                     |
| Card income  |           | 1,218                     |      | 2              | 1,216               |
| Service charges                                    |           | 1,072                     | 1    | 1,071          | 1                   |
| Mortgage banking income                            |           | 297                       |      | _              | 297                 |
| All other income (loss)                            |           | 91                        |      | 98             | (7)                 |
| Total noninterest income                           |           | 2,678                     |      | 1,171          | 1,507               |
| Total revenue, net of interest expense (FTE basis) |           | 7,968                     |      | 3,801          | 4,167               |
| Provision for credit losses                        |           | 698                       |      | 43             | 655                 |
| Noninterest expense                                |           | 4,371                     |      | 2,395          | 1,976               |
| Income before income taxes (FTE basis)             | _         | 2,899                     | 1-   | 1,363          | <br>1,536           |
| Income tax expense (FTE basis)                     |           | 1,086                     |      | 511            | 575                 |
| Net income   | <u>\$</u> | 1,813                     | \$   | 852            | \$<br>961           |
| Net interest yield (FTE basis)                     |           | 3.30%                     | 5    | 1.73%          | 4.31%               |
| Return on average allocated capital (1)            |           | 21                        |      | 28             | 17                  |
| Efficiency ratio (FTE basis)                       |           | 54.86                     |      | 63.03          | 47.40               |
| Balance Sheet                                      |           |                           |      |                |                     |
| Average  |           |                           |      |                |                     |
| Total loans and leases                             | \$        |                           | \$   | 4,837          | \$<br>243,846       |
| Total earning assets (2)                           |           | 636,838                   |      | 604,223        | 245,540             |
| Total assets (2)                                   |           | 674,636                   |      | 630,394        | 257,167             |
| Total deposits                                     |           | 605,708                   |      | 598,117        | 7,591               |
| Allocated capital (1)                              |           | 34,000                    |      | 12,000         | 22,000              |
| Period end   |           |                           |      |                |                     |
| Total loans and leases                             | \$        |                           | \$   | 4,810          | \$<br>246,315       |
| Total earning assets (2)                           |           | 648,978                   |      | 616,853        | 248,233             |
| Total assets (2)                                   |           | 687,247                   |      | 643,025        | 260,330             |
| Total deposits                                     |           | 618,030                   | I    | 610,752        | 7,278               |
|  |           |                           |      | 10 . 2016      |                     |

|  |                    | Second Qua | arter 2016 |                     |  |  |
|--|--------------------|------------|------------|---------------------|--|--|
|  | Consumer<br>anking | Dep        | osits      | Consumer<br>Lending |  |  |
| Net interest income (FTE basis)                    | \$<br>5,207        | \$         | 2,618      | \$<br>2,589         |  |  |
| Noninterest income:                                |                    |            |            |                     |  |  |
| Card income  | 1,216              |            | 2          | 1,214               |  |  |
| Service charges                                    | 1,011              |            | 1,011      | _                   |  |  |
| Mortgage banking income                            | 267                |            | _          | 267                 |  |  |
| All other income (loss)                            | <br>94             |            | 99         | <br>(5)             |  |  |
| Total noninterest income                           | <br>2,588          |            | 1,112      | 1,476               |  |  |
| Total revenue, net of interest expense (FTE basis) | 7,795              |            | 3,730      | 4,065               |  |  |
| Provision for credit losses                        | 726                |            | 41         | 685                 |  |  |
| Noninterest expense                                | 4,414              |            | 2,376      | 2,038               |  |  |
| Income before income taxes (FTE basis)             | 2,655              |            | 1,313      | 1,342               |  |  |
| Income tax expense (FTE basis)                     | 978                |            | 483        | 495                 |  |  |
| Net income   | \$<br>1,677        | \$         | 830        | \$<br>847           |  |  |
| Net interest yield (FTE basis)                     | 3.34%              |            | 1.77%      | 4.34%               |  |  |
| Return on average allocated capital (1)            | 20                 |            | 28         | 16                  |  |  |
| Efficiency ratio (FTE basis)                       | 56.63              |            | 63.69      | 50.15               |  |  |
| Balance Sheet                                      |                    |            |            |                     |  |  |
| Average  |                    |            |            |                     |  |  |
| Total loans and leases                             | \$<br>242,921      | \$         | 4,792      | \$<br>238,129       |  |  |
| Total earning assets (2)                           | 627,231            |            | 594,748    | 239,645             |  |  |
| Total assets (2)                                   | 665,102            |            | 621,445    | 250,819             |  |  |
| Total deposits                                     | 596,474            |            | 589,295    | 7,179               |  |  |
| Allocated capital (1)                              | 34,000             |            | 12,000     | 22,000              |  |  |
| Period end   |                    |            |            |                     |  |  |
| Total loans and leases                             | \$<br>247,122      | \$         | 4,845      | \$<br>242,277       |  |  |
| Total earning assets (2)                           | 630,454            |            | 597,992    | 244,699             |  |  |
| Total assets (2)                                   | 668,470            |            | 624,658    | 256,049             |  |  |
| Total deposits                                     | 599,457            |            | 592,442    | 7,015               |  |  |

For footnotes see page 21.

### **Consumer Banking Quarterly Results (continued)**

| (Dollars in millions)                              |    |               |       |              |    |         |
|--|----|---------------|-------|--------------|----|---------|
|  |    |               | Third | Quarter 2015 |    |         |
|  | T  | otal Consumer |       |              |    | onsumer |
|  |    | Banking       |       | Deposits     | 1  | ending  |
| Net interest income (FTE basis)                    | \$ | 5,093         | \$    | 2,397        | \$ | 2,696   |
| Noninterest income:                                |    |               |       |              |    |         |
| Card income  |    | 1,248         |       | 2            |    | 1,246   |
| Service charges                                    |    | 1,057         |       | 1,057        |    | _       |
| Mortgage banking income                            |    | 290           |       | _            |    | 290     |
| All other income                                   |    | 293           |       | 132          |    | 161     |
| Total noninterest income                           |    | 2,888         |       | 1,191        |    | 1,697   |
| Total revenue, net of interest expense (FTE basis) |    | 7,981         |       | 3,588        |    | 4,393   |
| Provision for credit losses                        |    | 523           |       | 58           |    | 465     |
| Noninterest expense                                |    | 4,711         |       | 2,501        |    | 2,210   |
| Income before income taxes (FTE basis)             |    | 2,747         |       | 1,029        |    | 1,718   |
| Income tax expense (FTE basis)                     |    | 990           |       | 370          |    | 620     |
| Net income   | \$ | 1,757         | \$    | 659          | \$ | 1,098   |
| Net interest yield (FTE basis)                     |    | 3.46%         |       | 1.72%        |    | 4.64%   |
| Return on average allocated capital (1)            |    | 21            |       | 22           |    | 21      |
| Efficiency ratio (FTE basis)                       |    | 59.02         |       | 69.69        |    | 50.31   |
| Balance Sheet                                      |    |               |       |              |    |         |
| Average  |    |               |       |              |    |         |
| Total loans and leases                             | \$ | 233,103       | \$    | 4,662        | \$ | 228,441 |
| Total earning assets (2)                           |    | 583,368       |       | 552,534      |    | 230,523 |
| Total assets (2)                                   |    | 623,324       |       | 579,604      |    | 243,409 |
| Total deposits                                     |    | 555,987       |       | 547,727      |    | 8,260   |
| Allocated capital (1)                              |    | 33,000        |       | 12,000       |    | 21,000  |
| Period end   |    |               |       |              |    |         |
| Total loans and leases                             | \$ | 234,995       | \$    | 4,644        | \$ | 230,351 |
| Total earning assets (2)                           |    | 584,995       |       | 555,127      |    | 232,228 |
| Total assets (2)                                   |    | 625,158       |       | 582,082      |    | 245,436 |
| Total deposits                                     |    | 557,626       |       | 550,240      |    | 7,386   |

<sup>(1)</sup> Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.

<sup>(2)</sup> For presentation purposes, in segments or businesses where the total of liabilities and equity exceeds assets, the Corporation allocates assets from *All Other* to match the segments' and businesses' liabilities and allocated shareholders' equity. As a result, total earning assets and total assets of the businesses may not equal total *Consumer Banking*.

# **Bank of America Corporation and Subsidiaries Consumer Banking Key Indicators**

| (Dollars in millions)                               |                    |                      |                  |                   |                  |                   |                  |
|---|--------------------|----------------------|------------------|-------------------|------------------|-------------------|------------------|
|   | Nine Mon<br>Septen | ths Ended<br>aber 30 | Third<br>Quarter | Second<br>Quarter | First<br>Quarter | Fourth<br>Quarter | Third<br>Ouarter |
|   | 2016               | 2015                 | 2016             | 2016              | 2016             | 2015              | 2015             |
| Average deposit balances                            |                    |                      |                  |                   |                  |                   |                  |
| Checking  | \$ 291,602         | \$ 264,191           | \$ 299,149       | \$ 293,427        | \$ 282,146       | \$ 273,900        | \$ 268,559       |
| Savings   | 47,658             | 44,999               | 48,273           | 48,472            | 46,221           | 44,518            | 44,721           |
| MMS   | 207,033            | 186,104              | 212,096          | 207,333           | 201,616          | 195,756           | 191,358          |
| CDs and IRAs  | 44,413             | 51,195               | 43,420           | 44,378            | 45,451           | 46,791            | 48,644           |
| Non-U.S. and other                                  | 2,798              | 2,724                | 2,770            | 2,864             | 2,762            | 2,780             | 2,705            |
| Total average deposit balances                      | \$ 593,504         | \$ 549,213           | \$ 605,708       | \$ 596,474        | \$ 578,196       | \$ 563,745        | \$ 555,987       |
| Deposit spreads (excludes noninterest costs)        |                    |                      |                  |                   |                  |                   |                  |
| Checking  | 1.96%              | 1.99%                | 1.94%            | 1.97%             | 1.98%            | 1.98%             | 1.99%            |
| Savings   | 2.26               | 2.30                 | 2.24             | 2.26              | 2.28             | 2.29              | 2.29             |
| MMS   | 1.24               | 1.22                 | 1.23             | 1.24              | 1.24             | 1.24              | 1.23             |
| CDs and IRAs  | 0.92               | 0.58                 | 1.03             | 0.92              | 0.81             | 0.69              | 0.62             |
| Non-U.S. and other                                  | 0.78               | 0.45                 | 0.87             | 0.80              | 0.67             | 0.54              | 0.48             |
| Total deposit spreads                               | 1.65               | 1.61                 | 1.64             | 1.66              | 1.65             | 1.63              | 1.62             |
| Client brokerage assets                             | \$ 137,985         | \$ 117,210           | \$ 137,985       | \$ 131,698        | \$ 126,921       | \$ 122,721        | \$ 117,210       |
|   |                    |                      |                  |                   |                  |                   |                  |
| Online banking active accounts (units in thousands) | 33,722             | 31,627               | 33,722           | 33,022            | 32,647           | 31,674            | 31,627           |
| Mobile banking active users (units in thousands)    | 21,305             | 18,398               | 21,305           | 20,227            | 19,595           | 18,705            | 18,398           |
| Financial centers                                   | 4,629              | 4,741                | 4,629            | 4,681             | 4,689            | 4,726             | 4,741            |
| ATMs  | 15,959             | 16,062               | 15,959           | 15,998            | 16,003           | 16,038            | 16,062           |
| Total U.S. credit card (1)                          |                    |                      |                  |                   |                  |                   |                  |
| Loans   |                    |                      |                  |                   |                  |                   |                  |
| Average credit card outstandings                    | \$ 87,362          | \$ 88,117            | \$ 88,210        | \$ 86,705         | \$ 87,163        | \$ 88,623         | \$ 88,201        |
| Ending credit card outstandings                     | 88,789             | 88,339               | 88,789           | 88,103            | 86,403           | 89,602            | 88,339           |
| Credit quality                                      |                    |                      |                  |                   |                  |                   |                  |
| Net charge-offs                                     | \$ 1,703           | \$ 1,751             | \$ 543           | \$ 573            | \$ 587           | \$ 563            | \$ 546           |
|   | 2.60%              | 2.66%                | 2.45%            |                   | 2.71%            | 2.52%             | 2.46%            |
| 30+ delinquency                                     | \$ 1,459           | \$ 1,514             | \$ 1,459         | \$ 1,388          | \$ 1,448         | \$ 1,575          | \$ 1,514         |
|   | 1.64%              | 1.71%                | 1.64%            |                   |                  | 1.76%             | 1.71%            |
| 90+ delinquency                                     | \$ 702             | \$ 721               | \$ 702           | \$ 693            | \$ 743           | \$ 789            | \$ 721           |
| 04 7 1116 11 11 11 (1)                              | 0.79%              | 0.82%                | 0.79%            | 0.79%             | 0.86%            | 0.88%             | 0.82%            |
| Other Total U.S. credit card indicators (1)         | 0.270/             | 0.170/               | 0.200/           | 0.2007            | 0.220/           | 0.150/            | 0.150            |
| Gross interest yield                                | 9.27%              | 9.17%                | 9.30%            |                   |                  |                   | 9.15%            |
| Risk-adjusted margin                                | 8.99               | 9.14                 | 9.11             | 8.79              | 9.05             | 9.79              | 9.51             |
| New accounts (in thousands)                         | 3,845              | 3,713                | 1,324            | 1,313             | 1,208            | 1,260             | 1,257            |
| Purchase volumes                                    | \$ 165,412         | \$ 162,625           | \$ 57,591        | \$ 56,667         | \$ 51,154        | \$ 58,752         | \$ 56,472        |
| Debit card data                                     |                    |                      |                  |                   |                  |                   |                  |
| Purchase volumes                                    | \$ 212,316         | \$ 206,941           | \$ 71,049        | \$ 72,120         | \$ 69,147        | \$ 70,755         | \$ 69,288        |

For footnotes see page 23.

### **Consumer Banking Key Indicators (continued)**

| (Dollars in millions)  |    |                    |    |           |     |    |                  |     |    |                  |    |                  |     |    |            |    |                  |    |
|--|----|--------------------|----|-----------|-----|----|------------------|-----|----|------------------|----|------------------|-----|----|------------|----|------------------|----|
|  | _  | Nine Mor<br>Septer |    | 30        |     | Q  | Third<br>Quarter |     | Q  | econd<br>Quarter | (  | First<br>Quarter |     | Q  | ourth      |    | Third<br>Quarter |    |
|  | _  | 2016               | _  | 2015      |     | _  | 2016             |     | _  | 2016             |    | 2016             |     | _  | 2015       | _  | 2015             |    |
| Loan production (2):   |    |                    |    |           |     |    |                  |     |    |                  |    |                  |     |    |            |    |                  |    |
| Total <sup>(3)</sup> :   |    |                    |    |           |     |    |                  |     |    |                  |    |                  |     |    |            |    |                  |    |
| First mortgage   | \$ | 45,802             |    | \$ 43,386 |     | \$ | 16,865           |     | \$ | 16,314           | \$ | 12,623           |     | \$ | 13,543     | \$ | 13,712           |    |
| Home equity  |    | 11,649             |    | 9,566     |     |    | 3,541            |     |    | 4,303            |    | 3,805            |     |    | 3,494      |    | 3,140            |    |
| Consumer Banking:  |    |                    |    |           |     |    |                  |     |    |                  |    |                  |     |    |            |    |                  |    |
| First mortgage   | \$ | 32,207             |    | \$ 31,146 |     | \$ | 11,588           |     | \$ | 11,541           | \$ | 9,078            |     | \$ | 9,733      | \$ | 10,026           |    |
| Home equity  |    | 10,535             |    | 8,797     |     |    | 3,139            |     |    | 3,881            |    | 3,515            |     |    | 3,192      |    | 2,840            |    |
| Mortgage servicing rights at fair value rollforward:   |    |                    |    |           |     |    |                  |     |    |                  |    |                  |     |    |            |    |                  |    |
| Balance, beginning of period   | \$ | 2,680              |    | \$ 3,271  |     | \$ | 1,789            |     | \$ | 2,152            | \$ | 2,680            |     | \$ | 2,699      | \$ | 3,201            |    |
| Net additions  |    | 127                |    | (16)      |     |    | 45               |     |    | 25               |    | 57               |     |    | 49         |    | 53               |    |
| Amortization of expected cash flows (4)  |    | (493)              |    | (564)     |     |    | (157)            |     |    | (165)            |    | (171)            |     |    | (174)      |    | (179)            |    |
| Other changes in mortgage servicing rights fair value (5)  |    | (302)              |    | 8         |     |    | 335              |     |    | (223)            |    | (414)            |     |    | 106        |    | (376)            |    |
| Balance, end of period (6)   | \$ | 2,012              |    | \$ 2,699  |     | \$ | 2,012            |     | \$ | 1,789            | \$ | 2,152            |     | \$ | 2,680      | \$ | 2,699            |    |
|  |    |                    | -  |           |     | _  |                  |     |    |                  |    |                  |     |    |            |    |                  |    |
| Capitalized mortgage servicing rights (% of loans serviced for investors)                            |    | 60 b               | ps | 69        | bps |    | 60               | bps |    | 51 bps           | S  | 58               | bps |    | 71 bp      | os | 69 l             | bp |
| Mortgage loans serviced for investors (in billions)  | \$ | 336                |    | \$ 391    |     | \$ | 336              |     | \$ | 353              | \$ | 368              |     | \$ | 378        | \$ | 391              |    |
| Total Mortgage banking income  Consumer Banking mortgage banking income                              |    |                    |    |           |     |    |                  |     |    |                  |    |                  |     |    |            |    |                  |    |
| Total production income  | \$ | 532                |    | \$ 801    |     | \$ | 212              |     | \$ | 182              | \$ | 138              |     | \$ | 150        | \$ | 223              |    |
| Net servicing income   |    |                    |    |           |     |    |                  |     |    |                  |    |                  |     |    |            |    |                  |    |
| Servicing fees   |    | 542                |    | 655       |     |    | 179              |     |    | 179              |    | 184              |     |    | 201        |    | 204              |    |
| Amortization of expected cash flows (4)  |    | (439)              |    | (506)     |     |    | (139)            |     |    | (146)            |    | (154)            |     |    | (155)      |    | (159)            |    |
| Fair value changes of MSRs, net of risk management activities used to hedge certain market risks (7) |    | 119                |    | 167       |     |    | 45               |     |    | 52               |    | 22               |     |    | 20         |    | 22               |    |
| Total net servicing income   |    | 222                | -  | 316       |     |    | 85               |     |    | 85               |    | 52               |     |    | 66         |    | 67               |    |
| Total Consumer Banking mortgage banking income   |    | 754                | -  | 1,117     |     |    | 297              |     |    | 267              |    | 190              |     |    | 216        |    | 290              |    |
| Other mortgage banking income (8)  | _  |                    | -  |           |     |    |                  |     |    |                  |    |                  |     |    |            |    |                  |    |
| Other production income (9)  |    | 112                |    | 58        |     |    | 4                |     |    | 14               |    | 94               |     |    | 48         |    | 34               |    |
| Representations and warranties provision   |    | (168)              |    | 37        |     |    | (102)            |     |    | (22)             |    | (44)             |     |    | (9)        |    | (77)             |    |
| Net servicing income   |    |                    |    |           |     |    |                  |     |    |                  |    |                  |     |    |            |    |                  |    |
| Servicing fees   |    | 343                |    | 415       |     |    | 106              |     |    | 119              |    | 118              |     |    | 123        |    | 109              |    |
| Amortization of expected cash flows (4)  |    | (55)               |    | (58)      |     |    | (18)             |     |    | (19)             |    | (18)             |     |    | (19)       |    | (20)             |    |
| Fair value changes of MSRs, net of risk management activities used to hedge certain market risks (7) |    | 478                |    | 359       |     |    | 363              |     |    | 10               |    | 105              |     |    | (31)       |    | 62               |    |
|  | _  | 766                |    | 716       |     | _  | 451              |     |    | 110              |    | 205              |     |    | 73         |    | 151              |    |
| Total net servicing income   |    | /00                |    | /10       |     |    |                  |     |    |                  |    |                  |     |    |            |    |                  |    |
| Total net servicing income Eliminations (10)   |    | (130)              |    | 174       |     |    | (61)             |     |    | (57)             |    | (12)             |     |    | (66)       |    | 9                |    |
|  | _  |                    | _  |           |     | _  | (61)<br>292      |     | _  | (57)<br>45       | _  | (12)             |     | _  | (66)<br>46 | _  | 9                |    |

<sup>(1)</sup> In addition to the U.S. credit card portfolio in *Consumer Banking*, the remaining U.S. credit card portfolio is in *GWIM*.

<sup>(2)</sup> The above loan production amounts represent the unpaid principal balance of loans and in the case of home equity, the principal amount of the total line of credit.

<sup>(3)</sup> In addition to loan production in *Consumer Banking*, there is also first mortgage and home equity loan production in *GWIM*.

 <sup>(4)</sup> Represents the net change in fair value of the mortgage servicing rights asset due to the recognition of modeled cash flows.
 (5) These amounts reflect the changes in modeled mortgage servicing rights fair value primarily due to observed changes in interest rates, periodic adjustments to the valuation model and changes in cash flow assumptions.

<sup>6</sup> Does not include certain non-U.S. residential mortgage MSR balances, which are recorded in *Global Markets*.

<sup>(7)</sup> Includes gains (losses) on sales of MSRs.

<sup>(8)</sup> Amounts for other mortgage banking income are included in this Consumer Banking table to show the components of consolidated mortgage banking income.

<sup>(9)</sup> Consists primarily of revenue from sales of repurchased loans that had returned to performing status.

<sup>(10)</sup> Includes the effect of transfers of mortgage loans from Consumer Banking to the ALM portfolio included in All Other, and net gains or losses on intercompany trades related to mortgage servicing rights risk management.

# Global Wealth & Investment Management Segment Results

| (Dollars in millions)                              |                  |    |         |    |                  |                   |         |    |                  |                   |                  |
|--|------------------|----|---------|----|------------------|-------------------|---------|----|------------------|-------------------|------------------|
|  | Nine Mo<br>Septe |    | : 30    |    | Third<br>Quarter | Second<br>Quarter |         |    | First<br>Quarter | Fourth<br>Quarter | Third<br>Quarter |
|  | 2016             |    | 2015    | _  | 2016             | _                 | 2016    |    | 2016             | <br>2015          | <br>2015         |
| Net interest income (FTE basis)                    | \$ 4,310         | \$ | 4,081   | \$ | 1,394            | \$                | 1,403   | \$ | 1,513            | \$<br>1,446       | \$<br>1,360      |
| Noninterest income:                                |                  |    |         |    |                  |                   |         |    |                  |                   |                  |
| Investment and brokerage services                  | 7,718            |    | 8,154   |    | 2,584            |                   | 2,598   |    | 2,536            | 2,638             | 2,682            |
| All other income                                   | 1,245            |    | 1,321   |    | 401              |                   | 424     |    | 420              | 394               | 411              |
| Total noninterest income                           | 8,963            |    | 9,475   |    | 2,985            |                   | 3,022   |    | 2,956            | 3,032             | 3,093            |
| Total revenue, net of interest expense (FTE basis) | 13,273           |    | 13,556  |    | 4,379            |                   | 4,425   |    | 4,469            | 4,478             | 4,453            |
| Provision for credit losses                        | 46               |    | 36      |    | 7                |                   | 14      |    | 25               | 15                | (2)              |
| Noninterest expense                                | 9,822            |    | 10,446  |    | 3,257            |                   | 3,288   |    | 3,277            | 3,497             | 3,470            |
| Income before income taxes (FTE basis)             | 3,405            |    | 3,074   | ΙΤ | 1,115            |                   | 1,123   |    | 1,167            | 966               | 985              |
| Income tax expense (FTE basis)                     | 1,267            |    | 1,130   |    | 418              |                   | 420     |    | 429              | 343               | 353              |
| Net income   | \$ 2,138         | \$ | 1,944   | \$ | 697              | \$                | 703     | \$ | 738              | \$<br>623         | \$<br>632        |
| Net interest yield (FTE basis)                     | 2.09%            | Ó  | 2.14%   |    | 2.03%            |                   | 2.06%   |    | 2.18%            | 2.13%             | 2.10%            |
| Return on average allocated capital (1)            | 22               |    | 22      |    | 21               |                   | 22      |    | 23               | 21                | 21               |
| Efficiency ratio (FTE basis)                       | 74.00            |    | 77.06   |    | 74.36            |                   | 74.32   |    | 73.33            | 78.13             | 77.92            |
| Balance Sheet                                      |                  |    |         |    |                  |                   |         |    |                  |                   |                  |
| Average  |                  |    |         |    |                  |                   |         |    |                  |                   |                  |
| Total loans and leases                             | \$ 141,169       | \$ | 130,975 | \$ | 143,207          | \$                | 141,181 | \$ | 139,099          | \$<br>137,022     | \$<br>134,319    |
| Total earning assets (2)                           | 275,675          |    | 255,572 |    | 273,568          |                   | 273,874 |    | 279,606          | 269,250           | 257,424          |
| Total assets (2)                                   | 291,383          |    | 272,790 |    | 288,821          |                   | 289,646 |    | 295,711          | 285,329           | 274,272          |
| Total deposits                                     | 256,356          |    | 242,507 |    | 253,812          |                   | 254,804 |    | 260,482          | 251,306           | 243,980          |
| Allocated capital (1)                              | 13,000           |    | 12,000  |    | 13,000           |                   | 13,000  |    | 13,000           | 12,000            | 12,000           |
| Period end   |                  |    |         |    |                  |                   |         |    |                  |                   |                  |
| Total loans and leases                             | \$ 144,980       | \$ | 135,805 | \$ | 144,980          | \$                | 142,633 | \$ | 139,690          | \$<br>139,039     | \$<br>135,805    |
| Total earning assets (2)                           | 274,289          |    | 262,952 |    | 274,289          |                   | 270,974 |    | 280,118          | 279,597           | 262,952          |
| Total assets (2)                                   | 289,795          |    | 279,237 |    | 289,795          |                   | 286,846 |    | 296,200          | 296,271           | 279,237          |
| Total deposits                                     | 252,962          |    | 246,172 |    | 252,962          |                   | 250,976 |    | 260,565          | 260,893           | 246,172          |

<sup>(1)</sup> Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.

(2) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

#### Global Wealth & Investment Management Key Indicators

| (Dollars in millions, except as noted)  | Nine Mon<br>Septen | iths Ende | ed      |      | Third           |    | Second          |    | First           |      |                 |      | Third           |
|---|--------------------|-----------|---------|------|-----------------|----|-----------------|----|-----------------|------|-----------------|------|-----------------|
|   | 2016               | 201       | 15      |      | Quarter<br>2016 |    | Quarter<br>2016 |    | Quarter<br>2016 | (    | Quarter<br>2015 | (    | Quarter<br>2015 |
| Revenue by Business   |                    |           |         | _    |                 | _  |                 | _  |                 |      |                 |      |                 |
| Merrill Lynch Global Wealth Management  | \$ 10,886          | \$ 1      | 1,235   | \$   | 3,617           | \$ | 3,602           | \$ | 3,667           | \$   | 3,692           | \$   | 3,683           |
| U.S. Trust  | 2,300              |           | 2,268   |      | 761             |    | 762             |    | 777             |      | 763             |      | 752             |
| Other (1)   | 87                 |           | 53      |      | 1               |    | 61              |    | 25              |      | 23              |      | 18              |
| Total revenue, net of interest expense (FTE basis)                                  | \$ 13,273          | \$ 1      | 3,556   | \$   | 4,379           | \$ | 4,425           | \$ | 4,469           | \$   | 4,478           | \$   | 4,453           |
| Client Balances by Business, at period end  |                    |           |         |      |                 |    |                 |    |                 |      |                 |      |                 |
| Merrill Lynch Global Wealth Management  | \$ 2,089,683       | \$ 1,94   | 3,798   | \$ 2 | 2,089,683       | \$ | 2,026,392       | \$ | 1,998,145       | \$   | 1,986,502       | \$   | 1,943,798       |
| U.S. Trust  | 400,538            | 37.       | 5,751   |      | 400,538         |    | 393,089         |    | 390,262         |      | 388,604         |      | 375,751         |
| Other (1)   | _                  | 7         | 8,110   |      | _               |    | _               |    | 77,751          |      | 82,929          |      | 78,110          |
| Total client balances   | \$ 2,490,221       | \$ 2,39   | 7,659   | \$ 2 | 2,490,221       | \$ | 2,419,481       | \$ | 2,466,158       | \$ 2 | 2,458,035       | \$ 2 | 2,397,659       |
| Client Balances by Type, at period end  |                    |           |         |      |                 |    |                 |    |                 |      |                 |      |                 |
| Long-term assets under management (2)   | \$ 871,026         | \$ 79     | 8,887   | \$   | 871,026         | \$ | 832,394         | \$ | 812,916         | \$   | 817,938         | \$   | 798,887         |
| Liquidity assets under management (3)   | _                  | 7         | 8,106   |      | _               |    | _               |    | 77,747          |      | 82,925          |      | 78,100          |
| Assets under management   | 871,026            | 87        | 6,993   |      | 871,026         |    | 832,394         |    | 890,663         |      | 900,863         |      | 876,993         |
| Brokerage assets  | 1,095,635          | 1,02      | 6,355   |      | 1,095,635       |    | 1,070,014       |    | 1,056,752       |      | 1,040,938       |      | 1,026,35        |
| Assets in custody   | 122,804            | 10        | 9,196   |      | 122,804         |    | 120,505         |    | 115,537         |      | 113,239         |      | 109,19          |
| Deposits  | 252,962            | 24        | 6,172   |      | 252,962         |    | 250,976         |    | 260,565         |      | 260,893         |      | 246,172         |
| Loans and leases (4)  | 147,794            | 13        | 8,943   |      | 147,794         |    | 145,592         |    | 142,641         |      | 142,102         |      | 138,943         |
| Total client balances   | \$ 2,490,221       | \$ 2,39   | 7,659   | \$ 2 | 2,490,221       | \$ | 2,419,481       | \$ | 2,466,158       | \$ 2 | 2,458,035       | \$ 2 | 2,397,659       |
| Assets Under Management Rollforward   |                    |           |         |      |                 |    |                 |    |                 |      |                 |      |                 |
| Assets under management, beginning balance  | \$ 900,863         | \$ 90     | 2,872   | \$   | 832,394         | \$ | 890,663         | \$ | 900,863         | \$   | 876,993         | \$   | 930,360         |
| Net long-term client flows  | 19,638             | 2         | 7,695   |      | 10,182          |    | 10,055          |    | (599)           |      | 6,746           |      | 4,448           |
| Net liquidity client flows  | (7,990)            |           | 1,320   |      | _               |    | (4,170)         |    | (3,820)         |      | 4,813           |      | (3,210          |
| Market valuation/other  | (41,485)           | (5        | (4,894) |      | 28,450          |    | (64,154)        |    | (5,781)         |      | 12,311          |      | (54,60          |
| Total assets under management, ending balance                                       | \$ 871,026         | \$ 87     | 6,993   | \$   | 871,026         | \$ | 832,394         | \$ | 890,663         | \$   | 900,863         | \$   | 876,993         |
| Associates, at period end (5,6)   |                    |           |         |      |                 |    |                 |    |                 |      |                 |      |                 |
| Number of financial advisors  | 16,731             | 1         | 6,522   |      | 16,731          |    | 16,664          |    | 16,671          |      | 16,687          |      | 16,522          |
| Total wealth advisors, including financial advisors                                 | 18,248             |           | 7,967   |      | 18,248          |    | 18,159          |    | 18,111          |      | 18,131          |      | 17,96           |
| Total client-facing professionals, including financial advisors and wealth advisors | 20,683             | 2         | 20,446  |      | 20,683          |    | 20,564          |    | 20,573          |      | 20,605          |      | 20,446          |
| . (6)   |                    |           |         |      |                 |    |                 |    |                 |      |                 |      |                 |
| Merrill Lynch Global Wealth Management Metric (6)                                   | 0.00               | ф         | 1.022   | _    | 007             | 6  | 001             | 6  | 001             | 0    | 006             | e.   | 1.004           |
| Financial advisor productivity <sup>(7)</sup> (in thousands)                        | \$ 984             | \$        | 1,033   | \$   | 983             | \$ | 984             | \$ | 984             | \$   | 996             | \$   | 1,007           |
| U.S. Trust Metric, at period end (6)  |                    |           |         |      |                 |    |                 |    |                 |      |                 |      |                 |
| Client-facing professionals   | 2,223              |           | 2,182   |      | 2,223           |    | 2,229           |    | 2,188           |      | 2,186           |      | 2,182           |

<sup>(1)</sup> Includes the results of BofA Global Capital Management, the cash management division of Bank of America, and certain administrative items. BofA Global Capital Management's assets under management were sold during the three months ended June 30, 2016.

Defined as assets under advisory and discretion of *GWIM* in which the duration of the investment strategy is longer than one year.

<sup>(3)</sup> Defined as assets under advisory and discretion of *GWIM* in which the investment strategy seeks current income, while maintaining liquidity and capital preservation. The duration of these strategies is primarily less than one year.

<sup>(4)</sup> Includes margin receivables which are classified in customer and other receivables on the Consolidated Balance Sheet.

<sup>(5)</sup> Includes financial advisors in the Consumer Banking segment of 2,179, 2,248, 2,259, 2,187 and 2,050 at September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.

<sup>(6)</sup> Headcount computation is based upon full-time equivalents.

<sup>(7)</sup> Financial advisor productivity is defined as annualized Merrill Lynch Global Wealth Management total revenue, excluding the allocation of certain ALM activities, divided by the total number of financial advisors (excluding financial advisors in the Consumer Banking segment).

# **Bank of America Corporation and Subsidiaries Global Banking Segment Results**

| (Dollars in millions)                              |            |                      | _                |                   |                  |                   |                  |
|--|------------|----------------------|------------------|-------------------|------------------|-------------------|------------------|
|  | Septen     | ths Ended<br>aber 30 | Third<br>Quarter | Second<br>Quarter | First<br>Quarter | Fourth<br>Quarter | Third<br>Quarter |
|  | 2016       | 2015                 | 2016             | 2016              | 2016             | 2015              | 2015             |
| Net interest income (FTE basis)                    | \$ 7,439   | \$ 6,788             | \$ 2,470         | \$ 2,424          | \$ 2,545         | \$ 2,456          | \$ 2,315         |
| Noninterest income:                                |            |                      |                  |                   |                  |                   |                  |
| Service charges                                    | 2,284      | 2,184                | 780              | 759               | 745              | 730               | 746              |
| Investment banking fees                            | 2,230      | 2,381                | 795              | 799               | 636              | 729               | 752              |
| All other income                                   | 1,943      | 1,707                | 703              | 712               | 528              | 646               | 523              |
| Total noninterest income                           | 6,457      | 6,272                | 2,278            | 2,270             | 1,909            | 2,105             | 2,021            |
| Total revenue, net of interest expense (FTE basis) | 13,896     | 13,060               | 4,748            | 4,694             | 4,454            | 4,561             | 4,336            |
| Provision for credit losses                        | 870        | 454                  | 118              | 199               | 553              | 232               | 181              |
| Noninterest expense                                | 6,449      | 6,396                | 2,151            | 2,126             | 2,172            | 2,085             | 2,161            |
| Income before income taxes (FTE basis)             | 6,577      | 6,210                | 2,479            | 2,369             | 1,729            | 2,244             | 1,994            |
| Income tax expense (FTE basis)                     | 2,435      | 2,286                | 926              | 873               | 636              | 828               | 716              |
| Net income   | \$ 4,142   | \$ 3,924             | \$ 1,553         | \$ 1,496          | \$ 1,093         | \$ 1,416          | \$ 1,278         |
| Net interest yield (FTE basis)                     | 2.88%      | 2.89%                | 2.83%            | 2.81%             | 3.00%            | 2.93%             | 2.87%            |
| Return on average allocated capital (1)            | 15         | 15                   | 17               | 16                | 12               | 16                | 14               |
| Efficiency ratio (FTE basis)                       | 46.41      | 48.97                | 45.30            | 45.29             | 48.77            | 45.72             | 49.86            |
| Balance Sheet                                      |            |                      |                  |                   |                  |                   |                  |
| Average  |            |                      |                  |                   |                  |                   |                  |
| Total loans and leases                             | \$ 332,474 | \$ 298,923           | \$ 334,363       | \$ 334,396        | \$ 328,643       | \$ 318,699        | \$ 308,710       |
| Total earnings assets (2)                          | 345,406    | 314,580              | 347,462          | 347,347           | 341,386          | 332,022           | 320,307          |
| Total assets (2)                                   | 394,402    | 364,659              | 395,423          | 395,997           | 391,774          | 381,887           | 370,246          |
| Total deposits                                     | 300,732    | 290,327              | 306,198          | 298,805           | 297,134          | 307,806           | 296,321          |
| Allocated capital (1)                              | 37,000     | 35,000               | 37,000           | 37,000            | 37,000           | 35,000            | 35,000           |
| Period end   |            |                      |                  |                   |                  |                   |                  |
| Total loans and leases                             | \$ 334,120 | \$ 313,596           | \$ 334,120       | \$ 334,838        | \$ 333,604       | \$ 323,687        | \$ 313,596       |
| Total earnings assets (2)                          | 349,993    | 325,685              | 349,993          | 348,935           | 345,355          | 334,766           | 325,685          |
| Total assets (2)                                   | 397,795    | 376,379              | 397,795          | 397,566           | 394,736          | 386,132           | 376,379          |
| Total deposits                                     | 301,061    | 297,644              | 301,061          | 304,577           | 298,072          | 296,162           | 297,644          |

<sup>(1)</sup> Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.

(2) Total earning assets and total assets include asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity.

# **Bank of America Corporation and Subsidiaries Global Banking Key Indicators**

| (Dollars in millions)                                  |          |        |            |    |                  |    |                   |    |                  |    |                   |    |                  |
|--|----------|--------|------------|----|------------------|----|-------------------|----|------------------|----|-------------------|----|------------------|
|  | s        | eptemb |            |    | Third<br>Quarter |    | Second<br>Quarter |    | First<br>Quarter |    | Fourth<br>Quarter |    | Third<br>Quarter |
| Investment Banking fees (1)                            | 2016     |        | 2015       | 1- | 2016             | _  | 2016              | _  | 2016             | _  | 2015              | _  | 2015             |
| Advisory (2)   | \$ 9     | 13     | \$ 999     | \$ | 295              | \$ | 313               | \$ | 305              | \$ | 355               | \$ | 365              |
| Debt issuance  | 1,0      |        | 1,031      | Ψ  | 405              | Ψ  | 390               | Ψ  | 265              | Ψ  | 265               | Ψ  | 325              |
| Equity issuance  |          | 57     | 351        |    | 95               |    | 96                |    | 66               |    | 109               |    | 62               |
| Total Investment Banking fees (3)                      | \$ 2,2   |        | \$ 2,381   | \$ |                  | \$ |                   | \$ |                  | \$ |                   | \$ | 752              |
| Business Lending                                       |          |        |            |    |                  |    |                   |    |                  |    |                   |    |                  |
| Corporate  | \$ 3,2   | 69 5   | \$ 2,925   | \$ | 1,113            | \$ | 1,102             | \$ | 1,054            | \$ | 1,056             | \$ | 983              |
| Commercial   | 3,1      |        | 2,891      |    | 1,069            |    | 1,051             |    | 1,009            |    | 1,077             |    | 978              |
| Business Banking                                       |          | 80     | 269        |    | 91               |    | 92                |    | 97               |    | 83                |    | 91               |
| Total Business Lending revenue                         | \$ 6,6   |        | \$ 6,085   | \$ |                  | \$ |                   | \$ |                  | \$ |                   | \$ | 2,052            |
| Global Transaction Services                            |          |        |            |    |                  |    |                   |    |                  |    |                   |    |                  |
| Corporate  | \$ 2,1   | 71     | \$ 2,063   | \$ | 741              | \$ | 715               | \$ | 715              | \$ | 730               | \$ | 705              |
| Commercial   | 2,0      | 36     | 1,955      |    | 671              |    | 663               |    | 702              |    | 694               |    | 668              |
| Business Banking                                       | 5        | 49     | 515        |    | 182              |    | 180               |    | 187              |    | 188               |    | 179              |
| Total Global Transaction Services revenue              | \$ 4,7   | 56     | \$ 4,533   | \$ | 1,594            | \$ | 1,558             | \$ | 1,604            | \$ | 1,612             | \$ | 1,552            |
| Average deposit balances                               |          |        |            |    |                  |    |                   |    |                  |    |                   |    |                  |
| Interest-bearing                                       | \$ 69,3  | 19 5   | \$ 65,478  | \$ | 72,442           | \$ | 69,761            | \$ | 65,719           | \$ | 66,227            | \$ | 64,960           |
| Noninterest-bearing                                    | 231,4    | 13     | 224,849    |    | 233,756          |    | 229,044           |    | 231,415          |    | 241,579           |    | 231,361          |
| Total average deposits                                 | \$ 300,7 | 32     | \$ 290,327 | \$ | 306,198          | \$ | 298,805           | \$ | 297,134          | \$ | 307,806           | \$ | 296,321          |
| Loan spread  | 1.       | 64%    | 1.66%      |    | 1.63%            |    | 1.62%             |    | 1.67%            |    | 1.62%             |    | 1.63%            |
| Provision for credit losses                            | \$ 8     | 70     | \$ 454     | \$ | 118              | \$ | 199               | \$ | 553              | \$ | 232               | \$ | 181              |
| Credit quality <sup>(4, 5)</sup>                       |          |        |            |    |                  |    |                   |    |                  |    |                   |    |                  |
| Reservable utilized criticized exposure                | \$ 15,4  | 60 5   | \$ 11,243  | \$ | 15,460           | \$ | 16,544            | \$ | 16,923           | \$ | 14,397            | \$ | 11,243           |
|  | 4.       | 31%    | 3.32%      |    | 4.31%            |    | 4.59%             |    | 4.73%            |    | 4.13%             |    | 3.329            |
| Nonperforming loans, leases and foreclosed properties  | \$ 1,8   | 00 5   | \$ 898     | \$ | 1,800            | \$ | 1,450             | \$ | 1,316            | \$ | 935               | \$ | 898              |
|  | 0.       | 54%    | 0.29%      |    | 0.54%            |    | 0.43%             |    | 0.40%            |    | 0.29%             |    | 0.29%            |
| Average loans and leases by product                    |          |        |            |    |                  |    |                   |    |                  |    |                   |    |                  |
| U.S. commercial  | \$ 188,9 | 84 5   | \$ 166,252 | \$ | 190,032          | \$ | 190,273           | \$ | 186,634          | \$ | 179,224           | \$ | 171,771          |
| Commercial real estate                                 | 48,9     | 13     | 44,395     |    | 48,714           |    | 49,120            |    | 48,908           |    | 48,521            |    | 46,904           |
| Commercial lease financing                             | 22,0     | 66     | 20,597     |    | 22,231           |    | 21,891            |    | 22,074           |    | 21,467            |    | 21,074           |
| Non-U.S. commercial                                    | 72,5     | 05     | 67,663     |    | 73,384           |    | 73,105            |    | 71,015           |    | 69,472            |    | 68,947           |
| Other  |          | 6      | 16         | l_ | 2                |    | 7                 |    | 12               |    | 15                |    | 14               |
| Total average loans and leases                         | \$ 332,4 | 74 5   | \$ 298,923 | \$ | 334,363          | \$ | 334,396           | \$ | 328,643          | \$ | 318,699           | \$ | 308,710          |
| <b>Total Corporation Investment Banking fees</b>       |          |        |            |    |                  |    |                   |    |                  |    |                   |    |                  |
| Advisory (2)   | \$ 1,0   | 07     | \$ 1,095   | \$ | 328              | \$ | 333               | \$ | 346              | \$ | 408               | \$ | 391              |
| Debt issuance  | 2,4      | 66     | 2,416      |    | 908              |    | 889               |    | 669              |    | 617               |    | 748              |
| Equity issuance  | 6        | 81     | 950        |    | 261              |    | 232               |    | 188              |    | 286               |    | 188              |
| Total investment banking fees including self-led deals | 4,1      | 54     | 4,461      |    | 1,497            | _  | 1,454             |    | 1,203            |    | 1,311             |    | 1,327            |
| Self-led deals   |          | 35)    | (161)      | _  | (39)             |    | (46)              |    | (50)             |    | (39)              |    | (40)             |
| Total Investment Banking fees                          | \$ 4,0   | 19 5   | \$ 4,300   | \$ | 1,458            | \$ | 1,408             | \$ | 1,153            | \$ | 1,272             | \$ | 1,287            |

<sup>(1)</sup> Investment banking fees represent total investment banking fees for *Global Banking* inclusive of self-led deals and fees included within Business Lending.
(2) Advisory includes fees on debt and equity advisory and mergers and acquisitions.

<sup>(3)</sup> Investment banking fees represent only the fee component in *Global Banking* and do not include certain other items shared with the Investment Banking Group under internal revenue sharing

<sup>(4)</sup> Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure is on an end-of-period basis and is also shown as a percentage of total commercial utilized reservable criticized exposure, including loans and leases, standby letters of credit, financial guarantees, commercial letters of credit and bankers' acceptances.

<sup>(5)</sup> Nonperforming loans, leases and foreclosed properties are on an end-of-period basis. The nonperforming ratio is nonperforming assets divided by loans, leases and foreclosed properties.

### **Investment Banking Product Rankings**

|                                    |                    | Nine Months Ended September 30, 2016 |                    |                 |  |  |  |  |  |  |  |  |  |
|------------------------------------|--------------------|--------------------------------------|--------------------|-----------------|--|--|--|--|--|--|--|--|--|
|                                    | Globs              | al                                   | U.S.               |                 |  |  |  |  |  |  |  |  |  |
|                                    | Product<br>Ranking | Market<br>Share                      | Product<br>Ranking | Market<br>Share |  |  |  |  |  |  |  |  |  |
| Net investment banking revenue     | 3                  | 6.2%                                 | 3                  | 9.1%            |  |  |  |  |  |  |  |  |  |
| Announced mergers and acquisitions | 4                  | 16.4                                 | 4                  | 22.3            |  |  |  |  |  |  |  |  |  |
| Equity capital markets             | 4                  | 5.0                                  | 3                  | 10.6            |  |  |  |  |  |  |  |  |  |
| Debt capital markets               | 3                  | 5.8                                  | 3                  | 9.3             |  |  |  |  |  |  |  |  |  |
| High-yield corporate debt          | 2                  | 8.9                                  | 2                  | 9.9             |  |  |  |  |  |  |  |  |  |
| Leveraged loans                    | 1                  | 8.6                                  | 1                  | 11.2            |  |  |  |  |  |  |  |  |  |
| Mortgage-backed securities         | 2                  | 11.5                                 | 3                  | 12.4            |  |  |  |  |  |  |  |  |  |
| Asset-backed securities            | 3                  | 7.8                                  | 4                  | 10.8            |  |  |  |  |  |  |  |  |  |
| Convertible debt                   | 8                  | 3.9                                  | 5                  | 6.4             |  |  |  |  |  |  |  |  |  |
| Common stock underwriting          | 4                  | 5.1                                  | 3                  | 11.3            |  |  |  |  |  |  |  |  |  |
| Investment-grade corporate debt    | 2                  | 5.8                                  | 2                  | 10.6            |  |  |  |  |  |  |  |  |  |
| Syndicated loans                   | 2                  | 9.7                                  | 2                  | 13.3            |  |  |  |  |  |  |  |  |  |

Source: Dealogic data as of October 3, 2016. Figures above include self-led transactions.

- Rankings based on deal volumes except net investment banking revenue rankings which reflect fees.
- Debt capital markets excludes loans but includes agencies.
- Mergers and acquisitions fees included in investment banking revenues reflect 10 percent fee credit at announcement and 90 percent fee credit at completion as per Dealogic.
- Mergers and acquisitions volume rankings are for announced transactions and provide credit to all investment banks advising either side of the transaction.
  Each advisor receives full credit for the deal amount unless advising a minor stakeholder.

#### **Highlights**

#### Global top 3 rankings in:

| • 0                        |                                 |
|----------------------------|---------------------------------|
| High-yield corporate debt  | Investment-grade corporate debt |
| Leveraged loans            | Syndicated loans                |
| Mortgage-backed securities | Debt capital markets            |
| Asset-backed securities    |                                 |

#### U.S. top 3 rankings in:

| High-yield corporate debt  | Investment-grade corporate debt |
|----------------------------|---------------------------------|
| Leveraged loans            | Syndicated loans                |
| Mortgage-backed securities | Equity capital markets          |
| Common stock underwriting  | Debt capital markets            |

#### Top 3 rankings excluding self-led deals:

Global: High-yield corporate debt, Leveraged loans, Mortgage-backed securities, Asset-backed securities, Investment-grade corporate debt, Syndicated loans, Debt capital markets

U.S.: High-yield corporate debt, Leveraged loans, Mortgage-backed securities, Asset-backed securities, Common stock underwriting, Investment-grade corporate debt, Syndicated loans, Equity capital markets, Debt capital markets

# **Bank of America Corporation and Subsidiaries Global Markets Segment Results**

| (Dollars in millions)                                  |            |                      |                  |                   |                  |                   |                  |
|--|------------|----------------------|------------------|-------------------|------------------|-------------------|------------------|
|  | Septen     | ths Ended<br>nber 30 | Third<br>Quarter | Second<br>Quarter | First<br>Quarter | Fourth<br>Quarter | Third<br>Quarter |
|  | 2016       | 2015                 | 2016             | 2016              | 2016             | 2015              | 2015             |
| Net interest income (FTE basis)                        | \$ 3,391   | \$ 3,059             | \$ 1,119         | \$ 1,088          | \$ 1,184         | \$ 1,132          | \$ 1,094         |
| Noninterest income:                                    |            |                      |                  |                   |                  |                   |                  |
| Investment and brokerage services                      | 1,583      | 1,703                | 490              | 525               | 568              | 518               | 574              |
| Investment banking fees                                | 1,742      | 1,869                | 645              | 603               | 494              | 532               | 521              |
| Trading account profits                                | 5,401      | 5,312                | 1,934            | 1,872             | 1,595            | 797               | 1,471            |
| All other income (loss)                                | 501        | (47)                 | 171              | 220               | 110              | 138               | 90               |
| Total noninterest income                               | 9,227      | 8,837                | 3,240            | 3,220             | 2,767            | 1,985             | 2,656            |
| Total revenue, net of interest expense (FTE basis) (1) | 12,618     | 11,896               | 4,359            | 4,308             | 3,951            | 3,117             | 3,750            |
| Provision for credit losses                            | 23         | 69                   | 19               | (5)               | 9                | 30                | 42               |
| Noninterest expense                                    | 7,690      | 8,606                | 2,658            | 2,581             | 2,451            | 2,768             | 2,697            |
| Income before income taxes (FTE basis)                 | 4,905      | 3,221                | 1,682            | 1,732             | 1,491            | 319               | 1,011            |
| Income tax expense (FTE basis)                         | 1,746      | 968                  | 608              | 619               | 519              | 149               | 211              |
| Net income   | \$ 3,159   | \$ 2,253             | \$ 1,074         | \$ 1,113          | \$ 972           | \$ 170            | \$ 800           |
| Return on average allocated capital (2)                | 11%        | 9%                   | 12%              | 12%               | 11%              | 2%                | 9%               |
| Efficiency ratio (FTE basis)                           | 60.94      | 72.34                | 60.94            | 59.95             | 62.02            | 88.76             | 71.93            |
| Average  Total trading-related assets (3)              | \$ 411,469 | \$ 439,003           | \$ 415,417       | \$ 411,285        | \$ 407,661       | \$ 415,856        | \$ 431,172       |
| Total trading-related assets (3)                       | \$ 411,469 | \$ 439,003           | \$ 415,417       | \$ 411,285        | \$ 407,661       | \$ 415,856        | \$ 431,172       |
| Total loans and leases                                 | 69,315     | 61,625               | 69,043           | 69,620            | 69,283           | 68,835            | 66,349           |
| Total earning assets (3)                               | 421,221    | 434,004              | 422,636          | 422,815           | 418,198          | 419,977           | 436,809          |
| Total assets   | 582,006    | 596,568              | 584,069          | 580,701           | 581,226          | 586,606           | 594,142          |
| Total deposits   | 34,409     | 38,376               | 32,840           | 34,518            | 35,886           | 37,175            | 36,818           |
| Allocated capital (2)                                  | 37,000     | 35,000               | 37,000           | 37,000            | 37,000           | 35,000            | 35,000           |
| Period end   |            |                      |                  |                   |                  |                   |                  |
| Total trading-related assets (3)                       | \$ 417,517 | \$ 407,086           | \$ 417,517       | \$ 405,037        | \$ 408,223       | \$ 373,926        | \$ 407,086       |
| Total loans and leases                                 | 72,144     | 70,159               | 72,144           | 70,766            | 73,446           | 73,208            | 70,159           |
| Total earning assets (3)                               | 435,112    | 418,519              | 435,112          | 416,325           | 422,268          | 384,046           | 418,519          |
| Total assets   | 595,165    | 576,461              | 595,165          | 577,428           | 581,150          | 548,790           | 576,461          |
| Total deposits   | 31,692     | 35,943               | 31,692           | 33,506            | 34,403           | 37,038            | 35,943           |
| Trading-related assets (average)                       |            |                      |                  |                   |                  |                   |                  |
| Trading account securities                             | \$ 183,928 | \$ 195,775           | \$ 185,785       | \$ 178,047        | \$ 187,931       | \$ 195,275        | \$ 196,685       |
| Reverse repurchases                                    | 89,218     | 109,219              | 89,435           | 92,805            | 85,411           | 86,553            | 103,312          |
| Securities borrowed                                    | 86,159     | 78,520               | 87,872           | 89,779            | 80,807           | 82,385            | 75,786           |
| Derivative assets                                      | 52,164     | 55,489               | 52,325           | 50,654            | 53,512           | 51,643            | 55,389           |
| Total trading-related assets (3)                       | \$ 411,469 | \$ 439,003           | \$ 415,417       | \$ 411,285        | \$ 407,661       | \$ 415,856        | \$ 431,172       |

<sup>(1)</sup> Substantially all of Global Markets total revenue is sales and trading revenue and investment banking fees, with a small portion related to certain revenue sharing agreements with other business

segments. For additional sales and trading revenue information, see page 30.

(2) Return on average allocated capital is calculated as net income, adjusted for cost of funds and earnings credits and certain expenses related to intangibles, divided by average allocated capital. Other companies may define or calculate these measures differently.

(3) Trading-related assets include derivative assets, which are considered non-earning assets.

# **Bank of America Corporation and Subsidiaries Global Markets Key Indicators**

| (Dollars in millions)   |    |                  |                  |        |                   |      |                  |    |                   |    |                  |      |       |
|---|----|------------------|------------------|--------|-------------------|------|------------------|----|-------------------|----|------------------|------|-------|
|   |    |                  | Third<br>Quarter |        | Second<br>Quarter |      | First<br>Ouarter |    | Fourth<br>Ouarter |    | Third<br>Juarter |      |       |
|   |    | <b>2016</b> 2015 |                  | 2016   |                   | 2016 | 2016             |    | 2015              |    |                  | 2015 |       |
| Sales and trading revenue (1)   |    |                  |                  |        |                   |      |                  |    |                   |    |                  |      |       |
| Fixed income, currency and commodities                                    | \$ | 7,507            | \$               | 6,307  | \$<br>2,646       | \$   | 2,456            | \$ | 2,405             | \$ | 1,561            | \$   | 2,010 |
| Equities  |    | 3,072            |                  | 3,462  | 954               |      | 1,081            |    | 1,037             |    | 874              |      | 1,148 |
| Total sales and trading revenue   | \$ | 10,579           | \$               | 9,769  | \$<br>3,600       | \$   | 3,537            | \$ | 3,442             | \$ | 2,435            | \$   | 3,158 |
|   |    |                  |                  |        |                   |      |                  |    |                   |    |                  |      |       |
| Sales and trading revenue, excluding net debit valuation adjustment (2)   |    |                  |                  |        |                   |      |                  |    |                   |    |                  |      |       |
| Fixed income, currency and commodities                                    | \$ | 7,647            | \$               | 6,881  | \$<br>2,767       | \$   | 2,615            | \$ | 2,265             | \$ | 1,751            | \$   | 1,992 |
| Equities  |    | 3,069            |                  | 3,476  | 960               |      | 1,086            |    | 1,023             |    | 882              |      | 1,154 |
| Total sales and trading revenue, excluding net debit valuation adjustment | \$ | 10,716           | \$               | 10,357 | \$<br>3,727       | \$   | 3,701            | \$ | 3,288             | \$ | 2,633            | \$   | 3,146 |
|   |    |                  |                  |        |                   |      |                  |    |                   |    |                  |      |       |
| Sales and trading revenue breakdown                                       |    |                  |                  |        |                   |      |                  |    |                   |    |                  |      |       |
| Net interest income   | \$ | 3,094            | \$               | 2,786  | \$<br>1,024       | \$   | 991              | \$ | 1,079             | \$ | 1,030            | \$   | 1,003 |
| Commissions   |    | 1,561            |                  | 1,686  | 485               |      | 517              |    | 559               |    | 510              |      | 568   |
| Trading   |    | 5,400            |                  | 5,310  | 1,934             |      | 1,871            |    | 1,595             |    | 796              |      | 1,470 |
| Other   |    | 524              |                  | (13)   | 157               |      | 158              |    | 209               |    | 99               |      | 117   |
| Total sales and trading revenue   | \$ | 10,579           | \$               | 9,769  | \$<br>3,600       | \$   | 3,537            | \$ | 3,442             | \$ | 2,435            | \$   | 3,158 |
|   | _  |                  | _                |        |                   | _    |                  | _  |                   | _  |                  |      |       |

<sup>(1)</sup> Includes Global Banking sales and trading revenue of \$336 million and \$295 million for the nine months ended September 30, 2016 and 2015; \$56 million, \$121 million and \$160 million for the third, second and first quarters of 2016, and \$127 million and \$86 million for the fourth and third quarters of 2015, respectively.

<sup>(2)</sup> For this presentation, sales and trading revenue excludes net debit valuation adjustment (DVA) gains (losses) which include net DVA on derivatives, as well as amortization of own credit portion of purchase discount and realized DVA on structured liabilities for all periods. Sales and trading revenue excluding net DVA gains (losses) represents a non-GAAP financial measure. We believe the use of this non-GAAP financial measure provides additional useful information to assess the underlying performance of these businesses and to allow better comparison of period-to-period operating performance.

# Bank of America Corporation and Subsidiaries All Other Results <sup>(1)</sup>

| (Dollars in millions)                              |                        |    |         |    |                  |                   |         |                  |         |                   |         |                  |
|--|------------------------|----|---------|----|------------------|-------------------|---------|------------------|---------|-------------------|---------|------------------|
|  | <br>Nine Mon<br>Septen |    |         |    | Third<br>Quarter | Second<br>Quarter |         | First<br>Quarter |         | Fourth<br>Quarter |         | Third<br>Quarter |
|  | <br>2016               |    | 2015    | l  | 2016             |                   | 2016    |                  | 2016    |                   | 2015    | <br>2015         |
| Net interest income (FTE basis)                    | \$<br>505              | \$ | 809     | \$ | 156              | \$                | 219     | \$               | 130     | \$                | (352)   | \$<br>265        |
| Noninterest income:                                |                        |    |         |    |                  |                   |         |                  |         |                   |         |                  |
| Card income  | 145                    |    | 201     |    | 46               |                   | 55      |                  | 44      |                   | 59      | 68               |
| Mortgage banking income                            | 577                    |    | 978     |    | 291              |                   | 44      |                  | 242     |                   | 44      | 115              |
| Gains on sales of debt securities                  | 490                    |    | 875     |    | 51               |                   | 249     |                  | 190     |                   | 251     | 436              |
| All other loss                                     | <br>(747)              |    | (841)   |    | (135)            |                   | (280)   |                  | (332)   |                   | (363)   | (185)            |
| Total noninterest income                           | 465                    |    | 1,213   |    | 253              |                   | 68      |                  | 144     |                   | (9)     | 434              |
| Total revenue, net of interest expense (FTE basis) | 970                    |    | 2,022   |    | 409              |                   | 287     |                  | 274     |                   | (361)   | 699              |
| Provision for credit losses                        | (71)                   |    | 130     |    | 8                |                   | 42      |                  | (121)   |                   | (151)   | 62               |
| Noninterest expense                                | 4,505                  |    | 4,197   |    | 1,044            |                   | 1,084   |                  | 2,377   |                   | 1,023   | 900              |
| Loss before income taxes (FTE basis)               | <br>(3,464)            | _  | (2,305) |    | (643)            |                   | (839)   |                  | (1,982) | _                 | (1,233) | (263)            |
| Income tax benefit (FTE basis)                     | (1,982)                |    | (1,823) |    | (461)            |                   | (633)   |                  | (888)   |                   | (572)   | (415)            |
| Net income (loss)                                  | \$<br>(1,482)          | \$ | (482)   | \$ | (182)            | \$                | (206)   | \$               | (1,094) | \$                | (661)   | \$<br>152        |
| Balance Sheet                                      |                        |    |         |    |                  |                   |         |                  |         |                   |         |                  |
| Average  |                        |    |         |    |                  |                   |         |                  |         |                   |         |                  |
| Total loans and leases                             | \$<br>111,611          | \$ | 150,708 | \$ | 105,298          | \$                | 111,552 | \$               | 118,051 | \$                | 126,102 | \$<br>134,948    |
| Total assets (2)                                   | 253,981                |    | 302,777 |    | 246,541          |                   | 256,795 |                  | 258,688 |                   | 295,712 | 306,946          |
| Total deposits                                     | 28,028                 |    | 25,263  |    | 28,628           |                   | 28,690  |                  | 26,757  |                   | 26,019  | 26,125           |
| Period end   |                        |    |         |    |                  |                   |         |                  |         |                   |         |                  |
| Total loans and leases                             | \$<br>102,639          | \$ | 127,521 | \$ | 102,639          | \$                | 107,794 | \$               | 113,782 | \$                | 122,198 | \$<br>127,521    |
| Total assets (3)                                   | 225,312                |    | 295,727 |    | 225,312          |                   | 256,656 |                  | 247,342 |                   | 267,667 | 295,727          |
| Total deposits                                     | 29,150                 |    | 24,624  |    | 29,150           |                   | 27,575  |                  | 26,421  |                   | 25,334  | 24,624           |
|  |                        |    |         |    |                  |                   |         |                  |         |                   |         |                  |

<sup>(1)</sup> All Other consists of ALM activities, equity investments, the international consumer card business, non-core mortgage loans and servicing activities, liquidating businesses, residual expense allocations and other. ALM activities encompass certain residential mortgages, debt securities, interest rate and foreign currency risk management activities, the impact of certain allocation methodologies and accounting hedge ineffectiveness. The results of certain ALM activities are allocated to our business segments. Equity investments include our merchant services joint venture as well as Global Principal Investments which is comprised of a portfolio of equity, real estate and other alternative investments.

<sup>(2)</sup> Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of \$497.8 billion and \$459.8 billion for the nine months ended September 30, 2016 and 2015; \$500.4 billion, \$499.5 billion, \$493.5 billion, \$474.1 billion and \$458.5 billion for the third, second and first quarters of 2016, and the fourth and third quarters of 2015, respectively.

<sup>(3)</sup> Includes elimination of segments' excess asset allocations to match liabilities (i.e., deposits) and allocated shareholders' equity of \$508.5 billion, \$492.3 billion, \$10.0 billion, \$489.0 billion and \$461.9 billion at September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.

# Bank of America Corporation and Subsidiaries Outstanding Loans and Leases

| (Dollars in millions)  |                      |                 |                      |
|--|----------------------|-----------------|----------------------|
|  | September 30<br>2016 | June 30<br>2016 | September 30<br>2015 |
| Consumer   | ·                    | - '             |                      |
| Residential mortgage (1)   | \$ 187,968           | \$ 185,943      | \$ 187,939           |
| Home equity  | 68,997               | 71,587          | 78,030               |
| U.S. credit card   | 88,789               | 88,103          | 88,339               |
| Non-U.S. credit card   | 9,258                | 9,380           | 10,066               |
| Direct/Indirect consumer (2)   | 93,294               | 92,746          | 87,314               |
| Other consumer (3)   | 2,389                | 2,284           | 2,012                |
| Total consumer loans excluding loans accounted for under the fair value option   | 450,695              | 450,043         | 453,700              |
| Consumer loans accounted for under the fair value option (4)                     | 1,768                | 1,844           | 1,944                |
| Total consumer   | 452,463              | 451,887         | 455,644              |
| Commercial   |                      |                 |                      |
| U.S. commercial (5)  | 280,096              | 276,587         | 257,032              |
| Commercial real estate (6)   | 57,303               | 57,612          | 55,629               |
| Commercial lease financing   | 21,309               | 21,203          | 20,067               |
| Non-U.S. commercial  | 87,497               | 89,048          | 88,470               |
| Total commercial loans excluding loans accounted for under the fair value option | 446,205              | 444,450         | 421,198              |
| Commercial loans accounted for under the fair value option (4)                   | 6,340                | 6,816           | 5,234                |
| Total commercial   | 452,545              | 451,266         | 426,432              |
| Total loans and leases <sup>(7)</sup>  | \$ 905,008           | \$ 903,153      | \$ 882,076           |
|  |                      |                 |                      |

<sup>(1)</sup> Includes pay option loans of \$1.9 billion, \$2.1 billion and \$2.4 billion at September 30, 2016, June 30, 2016 and September 30, 2015, respectively. The Corporation no longer originates pay option loans.

<sup>(2)</sup> Includes auto and specialty lending loans of \$47.8 billion, \$47.0 billion and \$41.7 billion, unsecured consumer lending loans of \$630 million, \$696 million and \$1.0 billion, U.S. securities-based lending loans of \$40.1 billion, \$40.1 billion and \$39.2 billion, non-U.S. consumer loans of \$3.1 billion, \$3.4 billion and \$3.9 billion, student loans of \$514 million, \$531 million and \$581 million and other consumer loans of \$1.1 billion, \$1.1 billion and \$834 million at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

<sup>(3)</sup> Includes consumer finance loans of \$489 million, \$512 million and \$591 million, consumer leases of \$1.7 billion, \$1.6 billion and \$1.2 billion and consumer overdrafts of \$151 million, \$191 million and \$189 million at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

<sup>(4)</sup> Consumer loans accounted for under the fair value option were residential mortgage loans of \$1.4 billion, \$1.5 billion and \$1.7 billion and home equity loans of \$340 million, \$354 million and \$225 million at September 30, 2016, June 30, 2016 and September 30, 2015, respectively. Commercial loans accounted for under the fair value option were U.S. commercial loans of \$2.6 billion, \$2.7 billion and \$2.2 billion and non-U.S. commercial loans of \$3.7 billion, \$4.1 billion and \$3.0 billion at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

<sup>(5)</sup> Includes U.S. small business commercial loans, including card-related products, of \$13.1 billion at September 30, 2016, June 30, 2016 and September 30, 2015.

<sup>(6)</sup> Includes U.S. commercial real estate loans of \$3.9 billion, \$54.3 billion and \$51.8 billion and non-U.S. commercial real estate loans of \$3.4 billion, \$3.3 billion and \$3.8 billion at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

<sup>(7)</sup> Beginning in the first quarter of 2016, the Corporation classifies operating leases in other assets on the Consolidated Balance Sheet. For September 30, 2015, \$5.6 billion of operating leases were reclassified from loans and leases to other assets to conform to this presentation. Additionally, amounts related to these leases were reclassified from net interest income to other noninterest income and other general operating expense on the Consolidated Statement of Income.

(Dollars in millions)

# Quarterly Average Loans and Leases by Business Segment and All Other

|   |                      | Third Quarter 2016  |            |                   |                   |              |  |  |  |  |  |  |  |  |  |
|---|----------------------|---------------------|------------|-------------------|-------------------|--------------|--|--|--|--|--|--|--|--|--|
|   | Total<br>Corporation | Consumer<br>Banking | GWIM       | Global<br>Banking | Global<br>Markets | All<br>Other |  |  |  |  |  |  |  |  |  |
| Consumer                                |                      |                     |            | -                 |                   | -            |  |  |  |  |  |  |  |  |  |
| Residential mortgage                    | \$ 188,234           | \$ 49,919           | \$ 61,032  | <b>s</b> —        | <b>s</b> —        | \$ 77,283    |  |  |  |  |  |  |  |  |  |
| Home equity                             | 70,603               | 46,603              | 5,090      |                   | 342               | 18,568       |  |  |  |  |  |  |  |  |  |
| U.S. credit card                        | 88,210               | 85,170              | 3,039      | _                 | _                 | 1            |  |  |  |  |  |  |  |  |  |
| Non-U.S. credit card                    | 9,256                | _                   | _          | _                 | _                 | 9,256        |  |  |  |  |  |  |  |  |  |
| Direct/Indirect consumer                | 92,870               | 48,099              | 44,242     | 1                 | _                 | 528          |  |  |  |  |  |  |  |  |  |
| Other consumer                          | 2,358                | 1,850               | 4          | 1                 |                   | 503          |  |  |  |  |  |  |  |  |  |
| Total consumer                          | 451,531              | 231,641             | 113,407    | 2                 | 342               | 106,139      |  |  |  |  |  |  |  |  |  |
| Commercial                              |                      |                     |            |                   |                   |              |  |  |  |  |  |  |  |  |  |
| U.S. commercial                         | 276,833              | 17,019              | 27,045     | 190,032           | 42,367            | 370          |  |  |  |  |  |  |  |  |  |
| Commercial real estate                  | 57,606               | 23                  | 2,727      | 48,714            | 6,063             | 79           |  |  |  |  |  |  |  |  |  |
| Commercial lease financing              | 21,194               | _                   | 3          | 22,231            | 248               | (1,288)      |  |  |  |  |  |  |  |  |  |
| Non-U.S. commercial                     | 93,430               | l                   | 25         | 73,384            | 20,023            | (2)          |  |  |  |  |  |  |  |  |  |
| Total commercial                        | 449,063              | 17,042              | 29,800     | 334,361           | 68,701            | (841)        |  |  |  |  |  |  |  |  |  |
| Total loans and leases                  | \$ 900,594           | \$ 248,683          | \$ 143,207 | \$ 334,363        | \$ 69,043         | \$ 105,298   |  |  |  |  |  |  |  |  |  |
|   |                      |                     | Second Qu  | arter 2016        |                   |              |  |  |  |  |  |  |  |  |  |
|   | Total                | Consumer            |            | Global            | Global            | All          |  |  |  |  |  |  |  |  |  |
|   | Corporation          | Banking             | GWIM       | Banking           | Markets           | Other        |  |  |  |  |  |  |  |  |  |
| Consumer                                |                      |                     |            |                   |                   |              |  |  |  |  |  |  |  |  |  |
| Residential mortgage                    | \$ 186,752           | \$ 45,888           | \$ 59,216  |                   | \$ —              | \$ 81,646    |  |  |  |  |  |  |  |  |  |
| Home equity                             | 73,141               | 47,795              | 5,276      | 1                 | 347               | 19,722       |  |  |  |  |  |  |  |  |  |
| U.S. credit card                        | 86,705               | 83,692              | 3,012      | _                 | _                 | 1            |  |  |  |  |  |  |  |  |  |
| Non-U.S. credit card                    | 9,988                | _                   | _          | _                 | _                 | 9,988        |  |  |  |  |  |  |  |  |  |
| Direct/Indirect consumer                | 91,643               | 46,853              | 44,243     | 3                 | _                 | 544          |  |  |  |  |  |  |  |  |  |
| Other consumer                          | 2,220                | 1,681               | 8          | 1                 |                   | 530          |  |  |  |  |  |  |  |  |  |
| Total consumer                          | 450,449              | 225,909             | 111,755    | 7                 | 347               | 112,431      |  |  |  |  |  |  |  |  |  |
| Commercial                              |                      |                     |            |                   |                   |              |  |  |  |  |  |  |  |  |  |
| U.S. commercial                         | 276,640              | 16,989              | 26,878     | 190,273           | 42,180            | 320          |  |  |  |  |  |  |  |  |  |
| Commercial real estate                  | 57,772               | 22                  | 2,506      | 49,120            | 6,026             | 98           |  |  |  |  |  |  |  |  |  |
| Commercial lease financing              | 20,874               | _                   | 3          | 21,891            | 288               | (1,308)      |  |  |  |  |  |  |  |  |  |
| Non-U.S. commercial                     | 93,935               | 1                   | 39         | 73,105            | 20,779            | 11           |  |  |  |  |  |  |  |  |  |
| Total commercial                        | 449,221              | 17,012              | 29,426     | 334,389           | 69,273            | (879)        |  |  |  |  |  |  |  |  |  |
| Total loans and leases                  | \$ 899,670           | \$ 242,921          | \$ 141,181 | \$ 334,396        | \$ 69,620         | \$ 111,552   |  |  |  |  |  |  |  |  |  |
|   |                      |                     | Third Qua  | arter 2015        |                   |              |  |  |  |  |  |  |  |  |  |
|   | Total                | Consumer            |            | Global            | Global            | All          |  |  |  |  |  |  |  |  |  |
| Consumer                                | Corporation          | Banking             | GWIM       | Banking           | Markets           | Other        |  |  |  |  |  |  |  |  |  |
| Residential mortgage                    | \$ 193,791           | \$ 37,851           | \$ 55,279  | \$ 5              | s —               | \$ 100,656   |  |  |  |  |  |  |  |  |  |
| Home equity                             | 79,715               | 50,068              | 5,838      | 4                 | 209               | 23,596       |  |  |  |  |  |  |  |  |  |
| U.S. credit card                        | 79,715<br>88,201     | 85,163              | 3,038      | 4                 | 209               |              |  |  |  |  |  |  |  |  |  |
| Non-U.S. credit card                    |                      | 85,163              | 3,038      | _                 | _                 | 10,244       |  |  |  |  |  |  |  |  |  |
| Direct/Indirect consumer                | 10,244<br>85,975     |                     |            | 4                 |                   |              |  |  |  |  |  |  |  |  |  |
|   |                      | 41,860              | 43,469     |                   | (13)              | 655          |  |  |  |  |  |  |  |  |  |
| Other consumer  Total consumer          | 1,980<br>459,906     | 1,367<br>216,309    | 107,629    | 1 14              | (1)               | 135,759      |  |  |  |  |  |  |  |  |  |
|   | 107,700              | 210,307             | 107,027    | 17                |                   | 150,107      |  |  |  |  |  |  |  |  |  |
| Commercial                              |                      |                     |            |                   |                   |              |  |  |  |  |  |  |  |  |  |
| U.S. commercial                         | 251,908              | 16,772              | 24,343     | 171,771           | 38,649            | 373          |  |  |  |  |  |  |  |  |  |
| Commercial real estate                  | 53,605               | 22                  | 2,110      | 46,904            | 4,427             | 142          |  |  |  |  |  |  |  |  |  |
| Commercial lease financing              | 20,013               | _                   | 4          | 21,074            | 311               | (1,376)      |  |  |  |  |  |  |  |  |  |
| Non-U.S. commercial                     | 91,997               |                     | 233        | 68,947            | 22,767            | 50           |  |  |  |  |  |  |  |  |  |
| m . 1                                   | 417,523              | 16,794              | 26,690     | 308,696           | 66,154            | (811)        |  |  |  |  |  |  |  |  |  |
| Total commercial Total loans and leases | \$ 877,429           | \$ 233,103          |            | \$ 308,710        | \$ 66,349         | \$ 134,948   |  |  |  |  |  |  |  |  |  |

# Bank of America Corporation and Subsidiaries Commercial Credit Exposure by Industry (1, 2, 3, 4)

| (Dollars in millions)  |     |                   |     |                 |     |                    |     |                    |     |                 |        |                   |
|--|-----|-------------------|-----|-----------------|-----|--------------------|-----|--------------------|-----|-----------------|--------|-------------------|
|  |     | C                 | omm | ercial Utiliz   | ed  |                    |     | Total (            | Com | mercial Com     | mitted |                   |
|  | Sep | tember 30<br>2016 |     | June 30<br>2016 | Sep | ptember 30<br>2015 | Sep | otember 30<br>2016 |     | June 30<br>2016 | Sep    | tember 30<br>2015 |
| Diversified financials   | \$  | 76,639            | \$  | 78,799          | \$  | 75,761             | \$  | 122,795            | \$  | 122,504         | \$     | 119,248           |
| Real estate (5)  |     | 61,522            |     | 61,539          |     | 60,927             |     | 84,057             |     | 84,543          |        | 82,983            |
| Healthcare equipment and services                                |     | 37,553            |     | 37,483          |     | 33,478             |     | 65,780             |     | 67,494          |        | 56,728            |
| Retailing  |     | 40,633            |     | 39,934          |     | 38,080             |     | 63,782             |     | 63,589          |        | 63,931            |
| Capital goods  |     | 34,364            |     | 34,866          |     | 31,985             |     | 63,478             |     | 63,171          |        | 58,400            |
| Government and public education                                  |     | 45,244            |     | 45,956          |     | 43,969             |     | 54,600             |     | 55,019          |        | 51,425            |
| Banking  |     | 39,533            |     | 44,002          |     | 44,302             |     | 46,644             |     | 50,437          |        | 51,638            |
| Materials  |     | 23,135            |     | 23,373          |     | 23,753             |     | 44,508             |     | 44,607          |        | 45,943            |
| Consumer services  |     | 26,778            |     | 25,656          |     | 23,091             |     | 41,982             |     | 40,132          |        | 36,215            |
| Food, beverage and tobacco                                       |     | 19,771            |     | 20,594          |     | 17,867             |     | 39,181             |     | 41,495          |        | 35,221            |
| Energy   |     | 19,741            |     | 21,220          |     | 21,779             |     | 38,746             |     | 40,467          |        | 46,089            |
| Commercial services and supplies                                 |     | 23,830            |     | 21,335          |     | 18,550             |     | 38,202             |     | 33,818          |        | 32,056            |
| Utilities  |     | 12,408            |     | 12,868          |     | 11,071             |     | 28,154             |     | 28,426          |        | 26,751            |
| Transportation   |     | 20,428            |     | 20,117          |     | 18,997             |     | 27,760             |     | 27,392          |        | 27,491            |
| Media  |     | 13,171            |     | 13,137          |     | 12,667             |     | 25,587             |     | 25,101          |        | 23,993            |
| Pharmaceuticals and biotechnology                                |     | 6,037             |     | 6,389           |     | 5,448              |     | 25,162             |     | 16,202          |        | 16,715            |
| Individuals and trusts   |     | 16,775            |     | 16,397          |     | 17,467             |     | 22,341             |     | 21,638          |        | 22,538            |
| Technology hardware and equipment                                |     | 8,564             |     | 7,492           |     | 6,957              |     | 19,965             |     | 19,185          |        | 14,798            |
| Software and services  |     | 8,193             |     | 7,990           |     | 7,566              |     | 18,344             |     | 18,380          |        | 18,287            |
| Automobiles and components                                       |     | 5,252             |     | 5,414           |     | 4,108              |     | 12,897             |     | 12,447          |        | 10,492            |
| Insurance, including monolines                                   |     | 6,041             |     | 5,395           |     | 4,587              |     | 12,250             |     | 10,670          |        | 10,611            |
| Telecommunication services                                       |     | 5,952             |     | 5,352           |     | 4,373              |     | 11,372             |     | 12,092          |        | 9,953             |
| Consumer durables and apparel                                    |     | 5,804             |     | 5,635           |     | 5,907              |     | 10,965             |     | 10,390          |        | 10,657            |
| Food and staples retailing                                       |     | 4,899             |     | 4,827           |     | 3,917              |     | 8,848              |     | 8,890           |        | 7,410             |
| Religious and social organizations                               |     | 4,662             |     | 4,619           |     | 4,718              |     | 6,429              |     | 6,373           |        | 6,269             |
| Other  |     | 5,886             |     | 7,307           |     | 7,631              |     | 13,093             |     | 14,196          |        | 16,286            |
| Total commercial credit exposure by industry                     | \$  | 572,815           | \$  | 577,696         | \$  | 548,956            | \$  | 946,922            | \$  | 938,658         | \$     | 902,128           |
| Net credit default protection purchased on total commitments (6) |     |                   |     |                 |     |                    | \$  | (4,586)            | \$  | (5,396)         | \$     | (6,494)           |

Includes loans and leases, standby letters of credit and financial guarantees, derivative assets, assets held-for-sale, commercial letters of credit, bankers' acceptances, securitized assets, foreclosed properties and other collateral acquired. Derivative assets are carried at fair value, reflect the effects of legally enforceable master netting agreements and have been reduced by cash collateral of \$44.6 billion, \$50.7 billion and \$46.2 billion at September 30, 2016, June 30, 2016 and September 30, 2015, respectively. Not reflected in utilized and committed exposure is additional non-cash derivative collateral held of \$22.7 billion, \$24.5 billion and \$24.1 billion which consists primarily of other marketable securities at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

Total utilized and total committed exposure includes loans of \$6.3 billion, \$6.8 billion and \$5.2 billion and issued letters of credit with a notional amount of \$279 million, \$321 million and \$240 million accounted for under the fair value option at September 30, 2016, June 30, 2016 and September 30, 2015, respectively. In addition, total committed exposure includes unfunded loan commitments accounted for under the fair value option with a notional amount of \$7.4 billion, \$7.8 billion and \$7.7 billion at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

<sup>(3)</sup> Includes U.S. small business commercial exposure.

<sup>(4)</sup> Includes the notional amount of unfunded legally binding lending commitments net of amounts distributed (e.g., syndicated or participated) to other financial institutions of \$12.4 billion, \$13.9 billion and \$13.4 billion at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

<sup>(5)</sup> Industries are viewed from a variety of perspectives to best isolate the perceived risks. For purposes of this table, the real estate industry is defined based on the borrowers' or counterparties' primary business activity using operating cash flows and primary source of repayment as key factors.

<sup>(6)</sup> Represents net notional credit protection purchased.

|  | September 30<br>2016 | June 30<br>2016 |
|--|----------------------|-----------------|
| Less than or equal to one year                             | 53%                  | 52%             |
| Greater than one year and less than or equal to five years | 44                   | 45              |
| Greater than five years                                    | 3                    | 3               |
| Total net credit default protection                        | 100%                 | 100%            |

<sup>(1)</sup> To mitigate the cost of purchasing credit protection, credit exposure can be added by selling credit protection. The distribution of maturities for net credit default protection purchased is shown in this table.

# Net Credit Default Protection by Credit Exposure Debt Rating (1)

| (Dollars in millions)               |                  |           |                  |                  |                  |
|-------------------------------------|------------------|-----------|------------------|------------------|------------------|
|                                     |                  | September | 30, 2016         | June 30          | , 2016           |
| Ratings (2, 3)                      | Net Notional (4) |           | Percent of Total | Net Notional (4) | Percent of Total |
| A                                   | \$               | (393)     | 8.6%             | \$ (713)         | 13.2%            |
| BBB                                 |                  | (2,401)   | 52.4             | (2,656)          | 49.2             |
| BB                                  |                  | (1,105)   | 24.1             | (1,190)          | 22.1             |
| В                                   |                  | (632)     | 13.8             | (794)            | 14.7             |
| CCC and below                       |                  | (24)      | 0.5              | (14)             | 0.3              |
| NR <sup>(5)</sup>                   |                  | (31)      | 0.6              | (29)             | 0.5              |
| Total net credit default protection | \$               | (4,586)   | 100.0%           | \$ (5,396)       | 100.0%           |

<sup>(1)</sup> To mitigate the cost of purchasing credit protection, credit exposure can be added by selling credit protection. The distribution of debt rating for net notional credit default protection purchased is shown as a negative and the net notional credit protection sold is shown as a positive amount.
(2) Ratings are refreshed on a quarterly basis.

<sup>(3)</sup> Ratings of BBB- or higher are considered to meet the definition of investment grade.

<sup>(4)</sup> Represents net credit default protection purchased.

<sup>(5)</sup> NR is comprised of index positions held and any names that have not been rated.

# Bank of America Corporation and Subsidiaries Top 20 Non-U.S. Countries Exposure

(Dollars in millions)

|  | ar | ded Loans<br>nd Loan<br>ivalents <sup>(1)</sup> | nfunded<br>Loan<br>nmitments | Net<br>Counterparty<br>Exposure <sup>(2)</sup> |        | Securities/<br>Other<br>Investments (3) |        | Country Exposure at September 30 2016 |         | Exposure at Hedges a<br>eptember 30 Credit Det |          |      | t Country<br>posure at<br>tember 30<br>2016 <sup>(5)</sup> | (1 | Increase<br>Decrease)<br>from<br>June 30<br>2016 |
|--|----|---|------------------------------|--|--------|---|--------|---------------------------------------|---------|--|----------|------|--|----|--|
| United Kingdom                           | \$ | 31,206  | \$<br>12,695                 | \$   | 8,589  | \$                                      | 4,076  | \$                                    | 56,566  | \$   | (4,153)  | \$   | 52,413   | \$ | (3,897)  |
| Germany                                  |    | 11,254  | 17,622                       |  | 1,585  |   | 2,841  |                                       | 33,302  |  | (4,316)  |      | 28,986   |    | 7,667  |
| Canada                                   |    | 6,851   | 7,297                        |  | 2,000  |   | 3,857  |                                       | 20,005  |  | (1,560)  |      | 18,445   |    | (1,924)  |
| Japan                                    |    | 14,042  | 629                          |  | 1,260  |   | 1,879  |                                       | 17,810  |  | (1,833)  |      | 15,977   |    | 1,200  |
| Brazil                                   |    | 9,378   | 293                          |  | 765    |   | 4,196  |                                       | 14,632  |  | (297)    |      | 14,335   |    | (899)  |
| France                                   |    | 3,317   | 4,813                        |  | 2,553  |   | 6,165  |                                       | 16,848  |  | (3,921)  |      | 12,927   |    | (1,092)  |
| China                                    |    | 8,428   | 733                          |  | 1,106  |   | 1,661  |                                       | 11,928  |  | (389)    |      | 11,539   |    | (190)  |
| India                                    |    | 6,033   | 319                          |  | 415    |   | 2,390  |                                       | 9,157   |  | (218)    | 8,93 |  |    | (1,261)  |
| Australia                                |    | 3,962   | 2,648                        |  | 362    |   | 1,809  |                                       | 8,781   | (353)  |          |      | 8,428  |    | (700)  |
| Hong Kong                                |    | 6,231   | 221                          |  | 822    |   | 555    |                                       | 7,829   |  | (32)     |      | 7,797  |    | 244  |
| Netherlands                              |    | 3,066   | 2,719                        |  | 567    |   | 2,707  |                                       | 9,059   |  | (1,389)  |      | 7,670  |    | (363)  |
| Switzerland                              |    | 4,226   | 2,823                        |  | 368    |   | 583    |                                       | 8,000   |  | (1,301)  |      | 6,699  |    | 347  |
| South Korea                              |    | 4,200   | 682                          |  | 781    |   | 1,451  |                                       | 7,114   |  | (526)    |      | 6,588  |    | (477)  |
| Italy                                    |    | 2,896   | 893                          |  | 748    |   | 1,430  |                                       | 5,967   |  | (905)    |      | 5,062  |    | 238  |
| Mexico                                   |    | 3,432   | 995                          |  | 249    |   | 492    |                                       | 5,168   |  | (228)    |      | 4,940  |    | (527)  |
| Singapore                                |    | 2,472   | 144                          |  | 727    |   | 1,657  |                                       | 5,000   |  | (63)     |      | 4,937  |    | (354)  |
| United Arab Emirates                     |    | 2,254   | 159                          |  | 720    |   | 25     |                                       | 3,158   |  | (116)    |      | 3,042  |    | (451)  |
| Turkey                                   |    | 2,899   | 48                           |  | 65     |   | 14     |                                       | 3,026   |  | (48)     |      | 2,978  |    | (317)  |
| Belgium                                  |    | 846   | 1,774                        |  | 166    |   | 242    |                                       | 3,028   |  | (416)    |      | 2,612  |    | 14   |
| Spain                                    |    | 1,802   | 664                          |  | 243    |   | 843    |                                       | 3,552   |  | (1,004)  |      | 2,548  |    | (54)   |
| Total top 20 non-U.S. countries exposure | \$ | 128,795   | \$<br>58,171                 | \$   | 24,091 | \$                                      | 38,873 | \$                                    | 249,930 | \$   | (23,068) | \$   | 226,862  | \$ | (2,796)  |

<sup>(1)</sup> Includes loans, leases, and other extensions of credit and funds, including letters of credit and due from placements, which have not been reduced by collateral, hedges or credit default protection. Funded loans and loan equivalents are reported net of charge-offs but prior to any allowance for loan and lease losses.

<sup>(2)</sup> Net counterparty exposure includes the fair value of derivatives, including the counterparty risk associated with credit default swaps, and secured financing transactions. Derivative exposures are presented net of \$35.1 billion in collateral, which is predominantly cash, pledged under legally enforceable master netting agreements. Secured financing transaction exposures are presented net of eligible cash or securities pledged as collateral. The notional amount of reverse repurchase transactions was \$84.4 billion. Counterparty exposure is not presented net of hedges or credit default protection.

<sup>(3)</sup> Long securities exposures are netted on a single-name basis to, but not below, zero by short exposures and net credit default swaps purchased, consisting of single-name and net indexed and tranched credit default swaps.

<sup>(4)</sup> Represents credit default protection purchased, net of credit default protection sold, which is used to mitigate the Corporation's risk to country exposures as listed, consisting of net single-name and net indexed and tranched credit default swaps. Amounts are calculated based on the credit default swaps notional amount assuming a zero recovery rate less any fair value receivable or payable.

<sup>(5)</sup> Represents country exposure less hedges and credit default protection purchased, net of credit default protection sold.

#### Nonperforming Loans, Leases and Foreclosed Properties

| (Dollars in millions)   |     |                   |    |                 |    |                  |    |        |     |                   |
|---|-----|-------------------|----|-----------------|----|------------------|----|--------|-----|-------------------|
|   | Sep | tember 30<br>2016 | J  | June 30<br>2016 | N  | farch 31<br>2016 | De | 2015   | Sep | tember 30<br>2015 |
| Residential mortgage  | \$  | 3,341             | \$ | 3,592           | \$ | 3,976            | \$ | 4,803  | \$  | 5,242             |
| Home equity   |     | 2,982             |    | 3,085           |    | 3,244            |    | 3,337  |     | 3,429             |
| Direct/Indirect consumer  |     | 26                |    | 27              |    | 26               |    | 24     |     | 25                |
| Other consumer  |     | 1                 |    | 1               |    | 1                |    | 1      |     | 1                 |
| Total consumer  |     | 6,350             |    | 6,705           |    | 7,247            |    | 8,165  |     | 8,697             |
| U.S. commercial   |     | 1,439             |    | 1,349           |    | 1,236            |    | 867    |     | 836               |
| Commercial real estate  |     | 60                |    | 84              |    | 91               |    | 93     |     | 108               |
| Commercial lease financing  |     | 35                |    | 13              |    | 29               |    | 12     |     | 17                |
| Non-U.S. commercial   |     | 400               |    | 144             |    | 165              |    | 158    |     | 56                |
|   |     | 1,934             |    | 1,590           |    | 1,521            |    | 1,130  |     | 1,017             |
| U.S. small business commercial  |     | 65                |    | 69              |    | 82               |    | 82     |     | 85                |
| Total commercial  |     | 1,999             |    | 1,659           |    | 1,603            |    | 1,212  |     | 1,102             |
| Total nonperforming loans and leases  |     | 8,349             |    | 8,364           |    | 8,850            |    | 9,377  |     | 9,799             |
| Foreclosed properties (1)   | _   | 388               |    | 435             |    | 431              |    | 459    |     | 537               |
| Total nonperforming loans, leases and foreclosed properties (2, 3, 4)                                   | \$  | 8,737             | \$ | 8,799           | \$ | 9,281            | \$ | 9,836  | \$  | 10,336            |
| Fully-insured home loans past due 30 days or more and still accruing                                    | \$  | 6,844             | \$ | 7,478           | \$ | 8,207            | \$ | 9,855  | \$  | 10,467            |
| Consumer credit card past due 30 days or more and still accruing  |     | 1,584             |    | 1,517           |    | 1,590            |    | 1,721  |     | 1,662             |
| Other loans past due 30 days or more and still accruing   |     | 3,093             |    | 2,994           |    | 3,219            |    | 3,603  |     | 3,415             |
| Total loans past due 30 days or more and still accruing (3, 5, 6)                                       | \$  | 11,521            | \$ | 11,989          | \$ | 13,016           | \$ | 15,179 | \$  | 15,544            |
| Fully-insured home loans past due 90 days or more and still accruing                                    | \$  | 5,117             | \$ | 5,659           | \$ | 6,334            | \$ | 7,150  | \$  | 7,616             |
| Consumer credit card past due 90 days or more and still accruing  |     | 767               |    | 762             |    | 820              |    | 865    |     | 799               |
| Other loans past due 90 days or more and still accruing   |     | 166               |    | 180             |    | 193              |    | 235    |     | 203               |
| Total loans past due 90 days or more and still accruing (3, 5, 6)                                       | \$  | 6,050             | \$ | 6,601           | \$ | 7,347            | \$ | 8,250  | \$  | 8,618             |
| Nonperforming loans, leases and foreclosed properties/Total assets (7)                                  |     | 0.40%             |    | 0.40%           |    | 0.43%            |    | 0.46%  |     | 0.48%             |
| Nonperforming loans, leases and foreclosed properties/Total loans, leases and foreclosed properties (7) |     | 0.97              |    | 0.98            |    | 1.04             |    | 1.10   |     | 1.18              |
| Nonperforming loans and leases/Total loans and leases (7)   |     | 0.93              |    | 0.94            |    | 0.99             |    | 1.05   |     | 1.12              |
| Commercial utilized reservable criticized exposure (8)  | \$  | 16,938            | \$ | 18,087          | \$ | 18,577           | \$ | 15,896 | \$  | 13,028            |
| Commercial utilized reservable criticized exposure/Commercial utilized reservable exposure (8)          |     | 3.52%             |    | 3.76%           |    | 3.87%            |    | 3.38%  |     | 2.85%             |
| Total commercial utilized criticized exposure/Commercial utilized exposure (8)                          |     | 3.38              |    | 3.72            |    | 3.82             |    | 3.28   |     | 2.93              |

Foreclosed property balances do not include properties insured by certain government-guaranteed loans, principally FHA-insured loans, that entered foreclosure of \$1.3 billion, \$1.3 billion, \$1.4 billion, \$1.4 billion and \$1.3 billion at September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.

<sup>(3)</sup> Balances do not include purchased credit-impaired loans even though the customer may be contractually past due. Purchased credit-impaired loans were recorded at fair value upon acquisition and accrete interest income over the remaining life of the loan.

| (4) Balances do not include the following:   | Septeml<br>201 |     | June 30<br>2016 | March 31<br>2016 | December 31<br>2015 | September 30<br>2015 |
|--|----------------|-----|-----------------|------------------|---------------------|----------------------|
| Nonperforming loans held-for-sale  | \$             | 323 | \$ 223          | \$ 265           | \$ 227              | \$ 274               |
| Nonperforming loans accounted for under the fair value option  |                | 293 | 302             | 312              | 306                 | 321                  |
| Nonaccruing troubled debt restructured loans removed from the purchased credit-impaired portfolio prior to January 1, 2010 |                | 27  | 38              | 36               | 38                  | 49                   |

<sup>(5)</sup> Balances do not include loans held-for-sale past due 30 days or more and still accruing of \$18 million, \$13 million, \$24 million and \$73 million at September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively. At September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, there were \$115 million, \$117 million, \$120 million, \$127 million and \$142 million, respectively, of loans accounted for under the fair value option past due 30 days or more and still accruing interest.

<sup>(2)</sup> Balances do not include past due consumer credit card, consumer loans secured by real estate where repayments are insured by the Federal Housing Administration and individually insured long-term stand-by agreements (fully-insured home loans), and in general, other consumer and commercial loans not secured by real estate.

<sup>(6)</sup> These balances are excluded from total nonperforming loans, leases and foreclosed properties.

<sup>(7)</sup> Total assets and total loans and leases do not include loans accounted for under the fair value option of \$8.1 billion, \$8.7 billion, \$8.2 billion, \$6.9 billion and \$7.2 billion at September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.

<sup>(8)</sup> Criticized exposure corresponds to the Special Mention, Substandard and Doubtful asset categories defined by regulatory authorities. The reservable criticized exposure excludes loans held-for-sale, exposure accounted for under the fair value option and other nonreservable exposure.

# Nonperforming Loans, Leases and Foreclosed Properties Activity (1)

| (Dollars in millions)  |    |  |                   |  |                  |  |    |  |          |  |
|--|----|--|-------------------|--|------------------|--|----|--|----------|--|
|  | Q  | Third<br>warter<br>2016                            | Seco<br>Qua<br>20 | rter                                       | Fii<br>Qua<br>20 | rter   | Qu | ourth<br>arter<br>015  | Q        | Third<br>uarter<br>2015                  |
| Nonperforming Consumer Loans and Leases:   |    |  | -                 |  |                  |  |    |  | Qu       |  |
| Balance, beginning of period   | \$ | 6,705  | \$                | 7,247                                      | \$               | 8,165  | \$ | 8,697  | \$       | 9,575                                    |
| Additions to nonperforming loans and leases:   |    |  |                   |  |                  |  |    |  |          |  |
| New nonperforming loans and leases   |    | 831  |                   | 799  |                  | 951  |    | 1,027  |          | 1,029                                    |
| Reductions to nonperforming loans and leases:  |    |  |                   |  |                  |  |    |  |          |  |
| Paydowns and payoffs   |    | (220)  |                   | (252)                                      |                  | (133)  |    | (214)  |          | (262)                                    |
| Sales  |    | (237)  |                   | (271)                                      |                  | (823)  |    | (314)  |          | (447)                                    |
| Returns to performing status (2)   |    | (383)  |                   | (396)                                      |                  | (441)  |    | (490)  |          | (722)                                    |
| Charge-offs (3)  |    | (279)  |                   | (334)                                      |                  | (395)  |    | (450)  |          | (375)                                    |
| Transfers to foreclosed properties   |    | (67)   |                   | (88)                                       |                  | (77)   |    | (91)   |          | (101)                                    |
| Total net reductions to nonperforming loans and leases   |    | (355)  |                   | (542)                                      |                  | (918)  |    | (532)  |          | (878)                                    |
| Total nonperforming consumer loans and leases, end of period   |    | 6,350  |                   | 6,705                                      |                  | 7,247  |    | 8,165  |          | 8,697                                    |
| Foreclosed properties  |    | 372  |                   | 416  |                  | 421  |    | 444  |          | 479                                      |
| Nonperforming consumer loans, leases and foreclosed properties, end of period  | \$ | 6,722  | \$                | 7,121                                      | \$               | 7,668  | \$ | 8,609  | \$       | 9,176                                    |
| Nonperforming Commercial Loans and Leases (4): Balance, beginning of period  | \$ | 1,659  | \$                | 1,603                                      | \$               | 1,212  | \$ | 1,102  | \$       | 1,172                                    |
| Additions to nonperforming loans and leases:   |    |  |                   |  |                  |  |    |  |          |  |
| New nonperforming loans and leases   |    | 890  |                   | 489  |                  | 697  |    | 456  |          |  |
| Advances   |    | 2  |                   | _  |                  |  |    | 430  |          | 205                                      |
|  |    | _  |                   | 2  |                  | 9  |    | 8  |          | 205<br>11                                |
| Reductions to nonperforming loans and leases:  |    | -  |                   | 2  |                  | 9  |    |  |          |  |
| Reductions to nonperforming loans and leases: Paydowns   |    | (267)  |                   | (211)                                      |                  | 9 (120)  |    |  |          |  |
|  |    |  |                   |  |                  |  |    | 8  |          | 11                                       |
| Paydowns   |    | (267)  |                   | (211)                                      |                  | (120)  |    | (133)  |          | 11<br>(145)<br>—                         |
| Paydowns Sales   |    | (267)<br>(73)                                      |                   | (211)<br>(87)                              |                  | (120)  |    | (133)<br>(27)  |          | (145)<br>—<br>(47)                       |
| Paydowns Sales Return to performing status <sup>(5)</sup>  |    | (267)<br>(73)<br>(101)                             |                   | (211)<br>(87)<br>(29)                      |                  | (120)<br>(6)<br>(47)                           |    | 8 (133) (27) (32)  |          | (145)<br>—<br>(47)<br>(93)               |
| Paydowns Sales Return to performing status (5) Charge-offs   |    | (267)<br>(73)<br>(101)                             |                   | (211)<br>(87)<br>(29)<br>(106)             |                  | (120)<br>(6)<br>(47)                           |    | 8 (133) (27) (32)  |          | (145)<br>—<br>(47)<br>(93)               |
| Paydowns Sales Return to performing status <sup>(5)</sup> Charge-offs Transfers to foreclosed properties   |    | (267)<br>(73)<br>(101)<br>(102)<br>—<br>(9)<br>340 |                   | (211)<br>(87)<br>(29)<br>(106)<br>(2)<br>— |                  | (120)<br>(6)<br>(47)<br>(142)<br>—<br>—<br>391 |    | 8 (133) (27) (32)  |          | (145)<br>— (47)<br>(93)<br>(1)           |
| Paydowns Sales Return to performing status <sup>(5)</sup> Charge-offs Transfers to foreclosed properties Transfers to loans held-for-sale  | =  | (267)<br>(73)<br>(101)<br>(102)<br>—<br>(9)        |                   | (211)<br>(87)<br>(29)<br>(106)<br>(2)      |                  | (120)<br>(6)<br>(47)<br>(142)<br>—             |    | 8 (133) (27) (32) (162) — —  |          | (145)<br>— (47)<br>(93)<br>(1)           |
| Paydowns Sales Return to performing status <sup>(5)</sup> Charge-offs Transfers to foreclosed properties Transfers to loans held-for-sale Total net additions (reductions) to nonperforming loans and leases | _  | (267)<br>(73)<br>(101)<br>(102)<br>—<br>(9)<br>340 |                   | (211)<br>(87)<br>(29)<br>(106)<br>(2)<br>— |                  | (120)<br>(6)<br>(47)<br>(142)<br>—<br>—<br>391 |    | (133)<br>(27)<br>(32)<br>(162)<br>———————————————————————————————————— | <u> </u> | (145)<br>— (47)<br>(93)<br>(1)<br>— (70) |

<sup>(1)</sup> For amounts excluded from nonperforming loans, leases and foreclosed properties, see footnotes to Nonperforming Loans, Leases and Foreclosed Properties table on page 37.

<sup>(2)</sup> Consumer loans and leases may be returned to performing status when all principal and interest is current and full repayment of the remaining contractual principal and interest is expected, or when the loan otherwise becomes well-secured and is in the process of collection. Certain troubled debt restructurings are classified as nonperforming at the time of restructuring and may only be returned to performing status after considering the borrower's sustained repayment performance for a reasonable period, generally six months.

<sup>(3)</sup> Our policy is not to classify consumer credit card and non-bankruptcy related consumer loans not secured by real estate as nonperforming; therefore, the charge-offs on these loans have no impact on nonperforming activity and, accordingly, are excluded from this table.

<sup>(4)</sup> Includes U.S. small business commercial activity. Small business card loans are excluded as they are not classified as nonperforming.

<sup>(5)</sup> Commercial loans and leases may be returned to performing status when all principal and interest is current and full repayment of the remaining contractual principal and interest is expected, or when the loan otherwise becomes well-secured and is in the process of collection. Troubled debt restructurings are generally classified as performing after a sustained period of demonstrated payment performance.

# Quarterly Net Charge-offs and Net Charge-off Ratios (1,2)

| (Dollars in millions)                 |    |                     |         |                           |     |         |                     |       |                           |    |       |         |                          |       |         |
|---------------------------------------|----|---------------------|---------|---------------------------|-----|---------|---------------------|-------|---------------------------|----|-------|---------|--------------------------|-------|---------|
|                                       |    | Thir<br>Quar<br>201 | rter    | Second<br>Quarter<br>2016 |     |         | Firs<br>Quar<br>201 | ter   | Fourth<br>Quarter<br>2015 |    |       |         | Third<br>Quarter<br>2015 |       |         |
| Net Charge-offs                       | Am | ount                | Percent | Amou                      | ınt | Percent | Α                   | mount | Percent                   | A  | mount | Percent | A                        | mount | Percent |
| Residential mortgage (3)              | \$ | 4                   | 0.01%   | \$                        | 34  | 0.07%   | \$                  | 91    | 0.20%                     | \$ | 73    | 0.15%   | \$                       | 26    | 0.05%   |
| Home equity                           |    | 97                  | 0.55    |                           | 126 | 0.70    |                     | 112   | 0.60                      |    | 193   | 0.99    |                          | 120   | 0.60    |
| U.S. credit card                      |    | 543                 | 2.45    |                           | 573 | 2.66    |                     | 587   | 2.71                      |    | 563   | 2.52    |                          | 546   | 2.46    |
| Non-U.S. credit card                  |    | 43                  | 1.83    |                           | 46  | 1.85    |                     | 45    | 1.85                      |    | 46    | 1.78    |                          | 47    | 1.83    |
| Direct/Indirect consumer              |    | 34                  | 0.14    |                           | 23  | 0.10    |                     | 34    | 0.15                      |    | 29    | 0.13    |                          | 25    | 0.12    |
| Other consumer                        |    | 57                  | 9.74    |                           | 47  | 8.40    |                     | 48    | 9.07                      |    | 54    | 10.63   |                          | 57    | 11.21   |
| Total consumer                        |    | 778                 | 0.69    |                           | 849 | 0.76    |                     | 917   | 0.82                      |    | 958   | 0.84    |                          | 821   | 0.71    |
| U.S. commercial (4)                   |    | 62                  | 0.10    |                           | 28  | 0.04    |                     | 65    | 0.10                      |    | 81    | 0.13    |                          | 52    | 0.09    |
| Commercial real estate                |    | (23)                | (0.16)  |                           | (2) | (0.01)  |                     | (6)   | (0.04)                    |    | 4     | 0.03    |                          | (10)  | (0.08)  |
| Commercial lease financing            |    | 6                   | 0.11    |                           | 15  | 0.30    |                     | (2)   | (0.05)                    |    | 1     | 0.02    |                          | 3     | 0.07    |
| Non-U.S. commercial                   |    | 10                  | 0.04    |                           | 45  | 0.20    |                     | 42    | 0.19                      |    | 45    | 0.20    |                          | 9     | 0.04    |
|                                       |    | 55                  | 0.05    |                           | 86  | 0.08    |                     | 99    | 0.09                      |    | 131   | 0.13    |                          | 54    | 0.05    |
| U.S. small business commercial        |    | 55                  | 1.67    |                           | 50  | 1.55    |                     | 52    | 1.64                      |    | 55    | 1.68    |                          | 57    | 1.72    |
| Total commercial                      |    | 110                 | 0.10    |                           | 136 | 0.12    |                     | 151   | 0.14                      |    | 186   | 0.17    |                          | 111   | 0.11    |
| Total net charge-offs                 | \$ | 888                 | 0.40    | \$                        | 985 | 0.44    | \$                  | 1,068 | 0.48                      | \$ | 1,144 | 0.52    | \$                       | 932   | 0.43    |
| By Business Segment and All Other     |    |                     |         |                           |     |         |                     |       |                           |    |       |         |                          |       |         |
| Consumer Banking                      | \$ | 710                 | 1.14%   | \$                        | 715 | 1.18%   | \$                  | 739   | 1.25%                     | \$ | 736   | 1.24%   | \$                       | 709   | 1.21%   |
| Global Wealth & Investment Management |    | 12                  | 0.03    |                           | 14  | 0.04    |                     | 5     | 0.01                      |    | 20    | 0.06    |                          | 17    | 0.05    |
| Global Banking                        |    | 57                  | 0.07    |                           | 80  | 0.10    |                     | 104   | 0.13                      |    | 137   | 0.17    |                          | 53    | 0.07    |
| Global Markets                        |    | 4                   | 0.02    |                           | 5   | 0.03    |                     | _     | _                         |    | _     | _       |                          | _     |         |
| All Other                             |    | 105                 | 0.41    |                           | 171 | 0.63    |                     | 220   | 0.76                      |    | 251   | 0.80    |                          | 153   | 0.46    |
| Total net charge-offs                 | \$ | 888                 | 0.40    | \$                        | 985 | 0.44    | \$                  | 1,068 | 0.48                      | \$ | 1,144 | 0.52    | \$                       | 932   | 0.43    |

<sup>(1)</sup> Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were 0.40, 0.45, 0.49, 0.53 and 0.43 for the three months ended September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.

<sup>(2)</sup> Excludes write-offs of purchased credit-impaired loans of \$83 million, \$82 million, \$105 million, \$82 million and \$148 million for the three months ended September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively. Including the write-offs of purchased credit-impaired loans, total annualized net charge-offs and purchased credit-impaired write-offs as a percentage of total average loans and leases outstanding were 0.43, 0.48, 0.53, 0.55 and 0.49 for the three months ended September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.

<sup>(3)</sup> Includes nonperforming loan sales charge-offs (recoveries and other recoveries) of \$(7) million, \$0, \$42 million, \$(8) million, and \$(57) million for the three months ended September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015, respectively.

<sup>(4)</sup> Excludes U.S. small business commercial loans.

# Year-to-Date Net Charge-offs and Net Charge-off Ratios (1,2)

(Dollars in millions) Nine Months Ended September 30 2016 2015 Net Charge-offs Amount Percent Amount Percent Residential mortgage (3) 129 0.09% 400 0.26% Home equity 335 0.61 443 0.72 U.S. credit card 1,703 2.60 1,751 2.66 Non-U.S. credit card 134 1.84 142 1.88 Direct/Indirect consumer 91 0.13 83 0.13 Other consumer 152 9.09 139 9.72 **Total consumer** 2,544 2,958 0.84 0.76 U.S. commercial (4) 155 58 0.03 0.08 Commercial real estate (31)(0.07)(9) (0.02)Commercial lease financing 19 0.12 8 0.06 Non-U.S. commercial 97 9 0.01 0.14 240 66 0.08 0.02 U.S. small business commercial 157 1.62 170 1.73 Total commercial 397 0.12 236 0.08 Total net charge-offs 2,941 0.44 3,194 0.49 By Business Segment and All Other Consumer Banking \$ 2,164 1.31% 1.19% 2,264 Global Wealth & Investment Management 31 0.03 0.05 Global Banking 241 0.10 57 0.03 Global Markets 0.02

496

2,941

0.60

0.44

821

3,194

0.74

0.49

All Other

Total net charge-offs

<sup>(1)</sup> Net charge-off ratios are calculated as annualized net charge-offs divided by average outstanding loans and leases excluding loans accounted for under the fair value option during the period for each loan and lease category. Excluding the purchased credit-impaired loan portfolio, total annualized net charge-offs as a percentage of total average loans and leases outstanding were 0.45 and 0.50 for the nine months ended September 30, 2016 and 2015.

<sup>(2)</sup> Excludes write-offs of purchased credit-impaired loans of \$270 million and \$726 million for the nine months ended September 30, 2016 and 2015. Including the write-offs of purchased credit-impaired loans, total annualized net charge-offs and purchased credit-impaired write-offs as a percentage of total average loans and leases outstanding were 0.48 and 0.61 for the nine months ended September 30, 2016 and 2015.

<sup>(3)</sup> Includes charge-offs on nonperforming loan sales of \$35 million and nonperforming loan sale recoveries and other recoveries of \$119 million for the nine months ended September 30, 2016 and 2015.

<sup>(4)</sup> Excludes U.S. small business commercial loans.

#### Allocation of the Allowance for Credit Losses by Product Type

(Dollars in millions)

|  |           | September 3            | 0, 2016   |           | June 30, 20            | 016   | September 30, 2015 |                        |   |  |  |  |
|--|-----------|------------------------|---|-----------|------------------------|---|--------------------|------------------------|---|--|--|--|
| Allowance for loan and lease losses      | Amount    | Percent<br>of<br>Total | Percent of<br>Loans and<br>Leases<br>Outstanding (1, 2) | Amount    | Percent<br>of<br>Total | Percent of<br>Loans and<br>Leases<br>Outstanding (1, 2) | Amount             | Percent<br>of<br>Total | Percent of<br>Loans and<br>Leases<br>Outstanding (1, 2) |  |  |  |
| Residential mortgage                     | \$ 1,088  | 9.31%                  | 0.58%   | \$ 1,192  | 10.07%                 | 0.64%   | \$ 1,755           | 13.87%                 | 0.93%   |  |  |  |
| Home equity                              | 1,901     | 16.26                  | 2.75  | 2,017     | 17.04                  | 2.82  | 2,645              | 20.90                  | 3.39  |  |  |  |
| U.S. credit card                         | 2,857     | 24.44                  | 3.22  | 2,806     | 23.71                  | 3.18  | 2,973              | 23.49                  | 3.37  |  |  |  |
| Non-U.S. credit card                     | 258       | 2.21                   | 2.79  | 256       | 2.16                   | 2.73  | 299                | 2.36                   | 2.97  |  |  |  |
| Direct/Indirect consumer                 | 227       | 1.94                   | 0.24  | 224       | 1.89                   | 0.24  | 234                | 1.85                   | 0.27  |  |  |  |
| Other consumer                           | 48        | 0.39                   | 2.01  | 48        | 0.41                   | 2.11  | 46                 | 0.36                   | 2.33  |  |  |  |
| Total consumer                           | 6,379     | 54.55                  | 1.42  | 6,543     | 55.28                  | 1.45  | 7,952              | 62.83                  | 1.75  |  |  |  |
| U.S. commercial (3)                      | 3,427     | 29.31                  | 1.22  | 3,441     | 29.07                  | 1.24  | 2,749              | 21.72                  | 1.07  |  |  |  |
| Commercial real estate                   | 915       | 7.83                   | 1.60  | 919       | 7.76                   | 1.60  | 1,084              | 8.56                   | 1.95  |  |  |  |
| Commercial lease financing               | 141       | 1.21                   | 0.66  | 145       | 1.22                   | 0.68  | 160                | 1.26                   | 0.79  |  |  |  |
| Non-U.S. commercial                      | 830       | 7.10                   | 0.95  | 789       | 6.67                   | 0.89  | 712                | 5.63                   | 0.80  |  |  |  |
| Total commercial (4)                     | 5,313     | 45.45                  | 1.19  | 5,294     | 44.72                  | 1.19  | 4,705              | 37.17                  | 1.12  |  |  |  |
| Allowance for loan and lease losses      | 11,692    | 100.00%                | 1.30  | 11,837    | 100.00%                | 1.32  | 12,657             | 100.00%                | 1.45  |  |  |  |
| Reserve for unfunded lending commitments | 767       |                        |   | 750       |                        |   | 661                |                        |   |  |  |  |
| Allowance for credit losses              | \$ 12,459 |                        |   | \$ 12,587 |                        |   | \$ 13,318          |                        |   |  |  |  |

#### **Asset Quality Indicators**

| Allowance for loan and lease losses/Total loans and leases (2)   | 1.30% | 1.32% | 1.45% |
|--|-------|-------|-------|
| Allowance for loan and lease losses (excluding the valuation allowance for purchased creditimpaired loans)/Total loans and leases (excluding purchased credit-impaired loans) (2, 5) | 1.27  | 1.29  | 1.37  |
| · 01 1 /   | 1.27  | 1,29  | 1.57  |
| Allowance for loan and lease losses/Total<br>nonperforming loans and leases <sup>(6)</sup>   | 140   | 142   | 129   |
| Allowance for loan and lease losses (excluding<br>the valuation allowance for purchased credit-<br>impaired loans)/Total nonperforming loans and<br>leases <sup>(5)</sup>            | 135   | 135   | 120   |
| Ratio of the allowance for loan and lease losses/<br>Annualized net charge-offs <sup>(7)</sup>   | 3.31  | 2.99  | 3.42  |
| Ratio of the allowance for loan and lease losses (excluding the valuation allowance for purchased credit-impaired loans)/Annualized net charge-offs (5, 7)                           | 3.18  | 2.85  | 3.18  |
| Ratio of the allowance for loan and lease losses/<br>Annualized net charge-offs and purchased<br>credit-impaired write-offs  | 3.03  | 2.76  | 2.95  |
|  |       |       |       |

<sup>(1)</sup> Ratios are calculated as allowance for loan and lease losses as a percentage of loans and leases outstanding excluding loans accounted for under the fair value option. Consumer loans accounted for under the fair value option included residential mortgage loans of \$1.4 billion, \$1.5 billion and \$1.7 billion and home equity loans of \$340 million, \$354 million and \$225 million at September 30, 2016, June 30, 2016 and September 30, 2015, respectively. Commercial loans accounted for under the fair value option included U.S. commercial loans of \$2.6 billion, \$2.7 billion and \$2.3 billion and non-U.S. commercial loans of \$3.7 billion, \$4.1 billion and \$3.0 billion at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

<sup>(2)</sup> Total loans and leases do not include loans accounted for under the fair value option of \$8.1 billion, \$8.7 billion and \$7.2 billion at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

<sup>(3)</sup> Includes allowance for loan and lease losses for U.S. small business commercial loans of \$444 million, \$466 million and \$520 million at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

<sup>(4)</sup> Includes allowance for loan and lease losses for impaired commercial loans of \$258 million, \$238 million and \$154 million at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

<sup>(5)</sup> Excludes valuation allowance on purchased credit-impaired loans of \$453 million, \$528 million and \$886 million at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.
(6) Allowance for loan and lease losses includes \$4.1 billion, \$4.1 billion and \$4.7 billion allocated to products (primarily the Consumer Lending portfolios within *Consumer Banking* and purchased credit-impaired loans) that are excluded from nonperforming loans and leases at September 30, 2016, June 30, 2016 and September 30, 2015, respectively. Excluding these amounts, allowance for loan and lease losses as a percentage of total nonperforming loans and leases was 91 percent, 93 percent and 81 percent at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

<sup>(7)</sup> Net charge-offs exclude \$83 million, \$82 million and \$148 million of write-offs in the purchased credit-impaired loan portfolio at September 30, 2016, June 30, 2016 and September 30, 2015, respectively.

#### **Exhibit A: Non-GAAP Reconciliations**

# **Bank of America Corporation and Subsidiaries**

#### **Reconciliations to GAAP Financial Measures**

(Dollars in millions)

The Corporation evaluates its business based on a fully taxable-equivalent basis, a non-GAAP financial measure. Total revenue, net of interest expense, includes net interest income on a fully taxable-equivalent basis and noninterest income. The Corporation believes that this presentation allows for comparison of amounts from both taxable and tax-exempt sources and is consistent with industry practices. The Corporation presents related ratios and analyses (i.e., efficiency ratios and net interest yield) on a fully taxable-equivalent basis. To derive the fully taxable-equivalent basis, net interest income is adjusted to reflect tax-exempt income on an equivalent before-tax basis with a corresponding increase in income tax expense. For purposes of this calculation, the Corporation uses the federal statutory tax rate of 35 percent. The efficiency ratio measures the costs expended to generate a dollar of revenue, and net interest yield measures the basis points the Corporation earns over the cost of funds.

The Corporation also evaluates its business based on the following ratios that utilize tangible equity, a non-GAAP financial measure. Tangible equity represents an adjusted shareholders' equity or common shareholders' equity amount which has been reduced by goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible common shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average common shareholders' equity. The tangible common equity ratio represents adjusted ending common shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Return on average tangible shareholders' equity measures the Corporation's earnings contribution as a percentage of adjusted average total shareholders' equity. The tangible equity ratio represents adjusted ending shareholders' equity divided by total assets less goodwill and intangible assets (excluding mortgage servicing rights), net of related deferred tax liabilities. Tangible book value per common share represents adjusted ending common shareholders' equity divided by ending common shares outstanding. These measures are used to evaluate the Corporation's use of equity. In addition, profitability, relationship and investment models all use return on average tangible shareholders' equity as key measures to support our overall growth goals.

See the table below and on page 43 for reconciliations of these non-GAAP financial measures to financial measures defined by GAAP for the nine months ended September 30, 2016 and 2015 and the three months ended September 30, 2016, June 30, 2016, March 31, 2016, December 31, 2015 and September 30, 2015. The Corporation believes the use of these non-GAAP financial measures provides additional clarity in assessing the results of the Corporation. Other companies may define or calculate supplemental financial data differently.

|  |       | Nine Mon<br>Septen<br>2016 |       |             | ,    | Third<br>Quarter<br>2016 |     | Second<br>Quarter<br>2016 | First<br>Quarter<br>2016 | Fourth<br>Quarter<br>2015 |          |    | Third<br>Quarter<br>2015 |
|--|-------|----------------------------|-------|-------------|------|--------------------------|-----|---------------------------|--------------------------|---------------------------|----------|----|--------------------------|
| Reconciliation of net interest income to net interest income on a fully taxable-equiv-     | alen  | t basis                    | _     |             | ' –  |                          |     |                           |                          | _                         |          | _  |                          |
| Net interest income  | \$    | 30,804                     | \$    | 29,272      | \$   | 10,201                   | \$  | 10,118                    | \$<br>10,485             | \$                        | 9,686    | \$ | 9,900                    |
| Fully taxable-equivalent adjustment  |       | 666                        |       | 664         |      | 228                      |     | 223                       | 215                      |                           | 225      |    | 227                      |
| Net interest income on a fully taxable-equivalent basis                                    | \$    | 31,470                     | \$    | 29,936      | \$   | 10,429                   | \$  | 10,341                    | \$<br>10,700             | \$                        | 9,911    | \$ | 10,127                   |
| Reconciliation of total revenue, net of interest expense to total revenue, net of interest | est e | xpense on                  | a fu  | lly taxable | -equ | iivalent ba              | sis |                           |                          |                           |          |    |                          |
| Total revenue, net of interest expense   | \$    | 63,711                     | \$    | 63,383      | \$   | 21,635                   | \$  | 21,286                    | \$<br>20,790             | \$                        | 19,582   | \$ | 20,992                   |
| Fully taxable-equivalent adjustment  |       | 666                        |       | 664         |      | 228                      |     | 223                       | 215                      |                           | 225      |    | 227                      |
| Total revenue, net of interest expense on a fully taxable-equivalent basis                 | \$    | 64,377                     | \$    | 64,047      | \$   | 21,863                   | \$  | 21,509                    | \$<br>21,005             | \$                        | 19,807   | \$ | 21,219                   |
| Reconciliation of income tax expense to income tax expense on a fully taxable-equiv        | alen  | t basis                    |       |             |      |                          |     |                           |                          |                           | ,        |    |                          |
| Income tax expense   | \$    | 5,888                      | \$    | 4,756       | \$   | 2,349                    | \$  | 2,034                     | \$<br>1,505              | \$                        | 1,478    | \$ | 1,628                    |
| Fully taxable-equivalent adjustment  |       | 666                        |       | 664         |      | 228                      |     | 223                       | 215                      |                           | 225      |    | 227                      |
| Income tax expense on a fully taxable-equivalent basis                                     | \$    | 6,554                      | \$    | 5,420       | \$   | 2,577                    | \$  | 2,257                     | \$<br>1,720              | \$                        | 1,703    | \$ | 1,855                    |
| Reconciliation of average common shareholders' equity to average tangible commo            | n sh  | areholder                  | s' ec | uity        |      |                          |     |                           |                          |                           |          |    |                          |
| Common shareholders' equity  | \$    | 240,440                    | \$    | 228,614     | \$   | 243,679                  | \$  | 240,376                   | \$<br>237,229            | \$                        | 234,800  | \$ | 231,524                  |
| Goodwill   |       | (69,752)                   |       | (69,775)    |      | (69,744)                 |     | (69,751)                  | (69,761)                 |                           | (69,761) |    | (69,774)                 |
| Intangible assets (excluding mortgage servicing rights)                                    |       | (3,480)                    |       | (4,307)     |      | (3,276)                  |     | (3,480)                   | (3,687)                  |                           | (3,888)  |    | (4,099)                  |
| Related deferred tax liabilities   |       | 1,666                      |       | 1,885       | _    | 1,628                    |     | 1,662                     | 1,707                    |                           | 1,753    |    | 1,811                    |
| Tangible common shareholders' equity   | \$    | 168,874                    | \$    | 156,417     | \$   | 172,287                  | \$  | 168,807                   | \$<br>165,488            | \$                        | 162,904  | \$ | 159,462                  |
| Reconciliation of average shareholders' equity to average tangible shareholders' eq        | uity  |                            |       |             |      |                          |     |                           |                          |                           |          |    |                          |
| Shareholders' equity   | \$    | 264,907                    | \$    | 250,265     | \$   | 268,899                  | \$  | 265,354                   | \$<br>260,423            | \$                        | 257,074  | \$ | 253,798                  |
| Goodwill   |       | (69,752)                   |       | (69,775)    |      | (69,744)                 |     | (69,751)                  | (69,761)                 |                           | (69,761) |    | (69,774)                 |
| Intangible assets (excluding mortgage servicing rights)                                    |       | (3,480)                    |       | (4,307)     |      | (3,276)                  |     | (3,480)                   | (3,687)                  |                           | (3,888)  |    | (4,099)                  |
| Related deferred tax liabilities   |       | 1,666                      |       | 1,885       |      | 1,628                    |     | 1,662                     | 1,707                    |                           | 1,753    |    | 1,811                    |
| Tangible shareholders' equity  | \$    | 193,341                    | \$    | 178,068     | \$   | 197,507                  | \$  | 193,785                   | \$<br>188,682            | \$                        | 185,178  | \$ | 181,736                  |

#### **Exhibit A: Non-GAAP Reconciliations (continued)**

# **Bank of America Corporation and Subsidiaries**

# **Reconciliations to GAAP Financial Measures**

| (Dollars in millions)   |                            |                |                  |                   |                  |                   |                  |
|---|----------------------------|----------------|------------------|-------------------|------------------|-------------------|------------------|
|   | Nine Mont<br>Septem        |                | Third<br>Quarter | Second<br>Quarter | First<br>Quarter | Fourth<br>Quarter | Third<br>Quarter |
|   | 2016                       | 2015           | 2016             | 2016              | 2016             | 2015              | 2015             |
| Reconciliation of period-end common shareholders' equity to period-   | end tangible common sharel | nolders' equit | <u>v</u>         |                   |                  |                   |                  |
| Common shareholders' equity   | \$ 244,863                 | \$ 233,588     | \$ 244,863       | \$ 242,206        | \$ 238,662       | \$ 233,903        | \$ 233,588       |
| Goodwill  | (69,744)                   | (69,761)       | (69,744)         | (69,744)          | (69,761)         | (69,761)          | (69,761)         |
| Intangible assets (excluding mortgage servicing rights)               | (3,168)                    | (3,973)        | (3,168)          | (3,352)           | (3,578)          | (3,768)           | (3,973)          |
| Related deferred tax liabilities                                      | 1,588                      | 1,762          | 1,588            | 1,637             | 1,667            | 1,716             | 1,762            |
| Tangible common shareholders' equity                                  | \$ 173,539                 | \$ 161,616     | \$ 173,539       | \$ 170,747        | \$ 166,990       | \$ 162,090        | \$ 161,616       |
| Reconciliation of period-end shareholders' equity to period-end tangi | ble shareholders' equity   |                |                  |                   |                  |                   |                  |
| Shareholders' equity  | \$ 270,083                 | \$ 255,861     | \$ 270,083       | \$ 267,426        | \$ 263,004       | \$ 256,176        | \$ 255,861       |
| Goodwill  | (69,744)                   | (69,761)       | (69,744)         | (69,744)          | (69,761)         | (69,761)          | (69,761)         |
| Intangible assets (excluding mortgage servicing rights)               | (3,168)                    | (3,973)        | (3,168)          | (3,352)           | (3,578)          | (3,768)           | (3,973)          |
| Related deferred tax liabilities                                      | 1,588                      | 1,762          | 1,588            | 1,637             | 1,667            | 1,716             | 1,762            |
| Tangible shareholders' equity   | \$ 198,759                 | \$ 183,889     | \$ 198,759       | \$ 195,967        | \$ 191,332       | \$ 184,363        | \$ 183,889       |
| Reconciliation of period-end assets to period-end tangible assets     |                            |                |                  |                   |                  |                   |                  |
| Assets  | \$2,195,314                | \$2,152,962    | \$2,195,314      | \$2,186,966       | \$2,185,726      | \$2,144,287       | \$2,152,962      |
| Goodwill  | (69,744)                   | (69,761)       | (69,744)         | (69,744)          | (69,761)         | (69,761)          | (69,761)         |
| Intangible assets (excluding mortgage servicing rights)               | (3,168)                    | (3,973)        | (3,168)          | (3,352)           | (3,578)          | (3,768)           | (3,973)          |
| Related deferred tax liabilities                                      | 1,588                      | 1,762          | 1,588            | 1,637             | 1,667            | 1,716             | 1,762            |
| Tangible assets   | \$2,123,990                | \$2,080,990    | \$2,123,990      | \$2,115,507       | \$2,114,054      | \$2,072,474       | \$2,080,990      |
|   |                            |                |                  |                   |                  |                   |                  |

Certain prior period amounts have been reclassified to conform to current period presentation.

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